TRADE AND INDUSTRY

4 October 1973 Volume 13 No 1 10p

Middle East—the world's fastest growing market

Trade agreement between the EEC and Egypt

Small Firms Information Centre opened in Birmingham

Office development statistics

Supplement: British Commercial Representation Overseas

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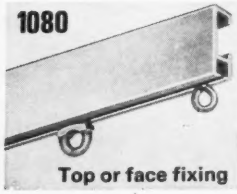

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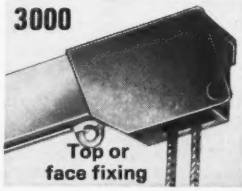

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The world's fastest growing market

by Lord Denman, MC, Chairman, Committee for Middle East Trade, BOTB

The Government's recognition of the great importance of the Middle East as an export market was demonstrated by the establishment, back in 1958, of the Advisory Council on Middle East Trade (ACMET). This was a body, presided over by a Minister and with a secretariat provided by the Board of Trade, designed to make use of the expert knowledge and wide contacts of leading businessmen with Middle East interests in drawing the attention of a wider industrial and commercial public to the vast market potential of the area.

In 1963 ACMET was converted to the Council (now Committee) for Middle East Trade, originally under the chairmanship of Lord Inchcape, following the less official pattern already set by the Dollar (later Western Hemisphere) Export Council and the Export Council for Europe. COMET became a part of BNEC during the whole period of the latter body's existence, and early last year the British Overseas Trade Board invited us to continue to operate under their aegis. COMET, under various names, has thus had a continuous experience of over 15 years, from which we hope that we, as well as others, have derived some benefit.

The importance of the Middle East as a market, recognised in 1958, has now grown to vastly greater dimensions. The area of our responsibility, which stretches far beyond the region commonly known as the Middle East, includes the whole of the Arab world, from Morocco eastwards, Iran, Afghanistan and Ethiopia. Within it are countries which contain between them more than 60 per cent of the world's known petroleum reserves. This simple fact, long known to those familiar with the region, has in recent months been more forcibly brought to the attention of a wider public by the daily discussion and analysis of the world energy crisis in the Press and other media.

The increase in the rate of petroleum production, and the increase in value of that production to the governments of the producing countries, has meant that the annual oil income of these countries in 1972 was of the order of £5,000 million. (Only five years before, in 1967, it was about £1,500 million.) The estimate for 1975 is around £8,000 million, and by 1980 it could be as high as £20,000 million.

Figures by themselves can be intensely boring. But, to a trading nation such as Britain, there is surely nothing tedious about those I have quoted above. The impressive market potential of which we and others spoke so frequently 10 and more years ago has paled into comparative insignificance beside the opportunities which exist today and will be unfolded over the next two decades. These figures mean that the rate and scale of economic growth in the Middle East region have no parallel elsewhere in the world today. Let us be in no doubt about the importance of the market, or about Britain's vital interest in its development.

What role is there for COMET in Britain's commercial approach to the Middle East? Our members all represent companies or organisations with considerable interests in the region, and between them cover a broad spectrum of industrial and commercial activity. They have also a wide range of personal contacts in commercial and Government circles in the Middle East countries.

Like the other area advisory groups of the BOTB, we have our close links with the Department of Trade and Industry (DTI), and the Foreign and Commonwealth Office (FCO), as well as with ECGD and with other Government Departments when we require their assistance. These links were forged many years ago, and are in excellent working order. On the official side, also, we are in close touch with our embassies all over the area, and with the London embassies of the Middle East countries.

We also make frequent contact with the Confederation of British Industry, the Committee on Invisible Exports, and leading chambers of commerce and trade associations.

We examine at frequent intervals, with senior officials of the DTI and FCO, prospects and possibilities in our various countries, and act as advisers in the formulation of official DTI programmes of promotional activity. In this latter field, with our numerous connections in British industry and commerce, it has been found that we can give useful service in recruiting the right companies to take part in exhibitions, missions, etc. It is also fair to say that more than one British company has been helped to success by the experience made available by the members of COMET.

One of our most useful connections is with the Middle East Association, whose premises at 33 Bury Street, in London's

St. James's, we share. This is a private trade association of 250 subscribing member companies, all with considerable interests in the Middle East. Our connection with them is similar to, though perhaps not comparable in detail with, the relationship between the West India Trade Committee and the West Indies Committee.

While the efforts of the Association are primarily devoted to the interests of their own members, their principal objective, to increase the flow of exports to the Middle East, is the same as ours. We share with them, to our great mutual advantage, information, ideas, contacts, visitors and social occasions. The Bury Street address has become well known during the last 12 years, and a steady flow of visitors from the Middle East, British, Arab, Iranian, and to a lesser extent Ethiopian and Afghan, official and unofficial, commercial and political, represents a most valuable source of the information without which trade could not continue to develop. Our Ambassadors and commercial officers on leave, and other visitors who can speak with authority, are regularly invited to bring selected audiences up to date on the various markets in the region at early evening discussion groups. The closeness of our relationship is symbolised by my membership of the Association's Committee of Management, and their Director General, Sir Richard Beaumont, lately Ambassador in Cairo, is a member of COMET.

In an area so large and so diverse, containing more than 20 countries differing greatly in commercial importance, in political colour, many of them at different stages of development, the selection of targets for attention at any given moment is extremely important. COMET's early major work consisted of a series of broad surveys compiled by the members of high level trade missions which we sent to almost every country in the area. Following them, a considerable number of selling missions mounted by chambers of commerce and trade associations have carried on and are still carrying on that work.

A concerted drive

In more recent times, Kuwait is a good example of a target selected for special attention. In 1971, a nine-month trade drive, beginning with a series of specialist exhibitions, followed by a number of inward and outward missions and culminating in a British shopping week in October, was organised. The most recent event in Kuwait, a novel concept at the time, took place in December last year. COMET co-operated with the Committee on Invisible Exports in mounting a seminar on invisible exports in Kuwait itself. A powerful team headed by Lord Shawcross offered an exposition of the services provided by the City of London to a large and deeply interested audience. This was a most successful occasion which may be followed by others of a similar nature, for the importance of our invisible exports to the area, already very considerable but difficult to calculate, will clearly grow with the financial strength of the oil-producing countries.

Still more recently, it was decided in 1972 that our export performance to Saudi Arabia ought to be stepped up. Accordingly, COMET organised a one-day seminar or conference in the City of London's Guildhall which attracted nearly 300 delegates. It was unfortunate that 40 or 50 applications had to be refused for lack of space. This seminar was followed a few weeks later by an exhibition of building materials and construction equipment in Jeddah, the first British exhibition of the kind ever mounted in Saudi Arabia. To follow up the interest generated by these exercises, a COMET sponsored mission, led by Sir Richard Beaumont, visited Saudi Arabia in May. Further possibilities are now being considered by the DTI and COMET.

The next item on our particular programme is another one-

(continued on page 5)

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day seminar in the Guildhall, on October 23, the subject this time being the markets of the Gulf States, with emphasis, since Kuwait has claimed so much of our attention in the recent past, on the Lower Gulf. The list of speakers will include not only senior spokesmen for major British interests in the area, but also one Minister, one Ambassador and one leading businessman from the Gulf itself. Applications have already been received in considerable numbers, and we have every reason to hope that this occasion will be as successful and as useful to the audience as the seminar on Saudi Arabia.

There will follow early next year two more British exhibitions in the Gulf. The first, at Bahrain from February 16-24, will show quality consumer goods. The second, at Dubai from March 16-23, will repeat this year's Jedda theme of building materials and construction equipment. The Fairs Branch of the BOTB convened well-attended meetings—at Bury Street, incidentally—of potential exhibitors, and between the two exhibitions well over 100 companies will be showing their products in the Gulf in the space of a month.

It is impossible to be comprehensive in a very brief survey of this kind, but I hope that these examples will suffice to show that there is nothing haphazard about the British Overseas Trade Board's promotional planning. Two more major exercises, which will be completed as this goes to press, will be the mounting of the British pavilions at the International Fairs in Algiers and Tehran, the capitals of two other countries of prime importance to British exporters. The impressive economic development of Iran in recent years, which shows every

(continued on next page)

Colonel Emil Nasser, head of the Beirut fire service, pictured during a demonstration of London Fire Brigade equipment. Colonel Nasser was invited to this country by the British Overseas Trade Board to see latest British fire-fighting methods and equipment.

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THE WORLD'S FASTEST GROWING MARKET
continued

This article is one of a major series describing the work of the British Overseas Trade Board and of the organisations which advise the Board on policy in some of the main trading areas of the world.

sign of continuing at a high level during the period of her Fifth Five-Year Plan 1973-78, marks it as a market of ever-increasing importance. Our exports to this market have increased from £60.2 million in 1968 to £117 million last year.

In 1967, only six years ago, our visible exports to Algeria were worth £3 million. In 1972 they amounted to almost £34 million, and during the first half of this year they have been running at the annual rate of £38 million, a rate which will undoubtedly be improved as Algeria enters the period of her 1974-77 Development Plan, with its envisaged investment in excess of £5,000 million.

What of our own general performance in the Middle East market (the ever-growing importance of which is self-evident)? The market as a whole—or rather that part of it which is held by ourselves and our principal direct competitors, the other leading industrial nations of the free world—grew from £1,346 million in 1963 to £3,606 million in 1972, an increase of roughly 170 per cent. In the same period, the value of our own exports rose from £229 million to £512 million, an increase of 123 per cent. Comparable increases achieved by some of our competitors were 148 per cent by America, 211 per cent by Germany, 375 per cent by Italy and 350 per cent by Japan. The league table in the next column shows the state of play in money figures. (Incidentally, it might be as well to explain that France's very high position in that table is largely accounted for by her great though dwindling predominance in Tunisia, Algeria and Morocco, which between them purchased no less than £353 million worth in 1972.)

Is this good enough? I should prefer others to answer that question over the course of the next few years. There is much to be done, but meanwhile it is encouraging to report that our figures for the first half of this year were 24.3 per cent better than the same period last year.

Exports by the main manufacturing countries (non-Communist) to the Middle East* (excluding Turkey)

Compiled from information available June 30, 1973

	1971 £'000	1972 £'000
Exports from:		
USA	590,871	701,483
United Kingdom	431,335	511,759
German Federal Republic	421,948	522,357
Italy	329,078	429,243
Japan	330,012	372,105
France †	556,027	605,587
Netherlands	107,987	129,307
Belgium/Luxembourg	76,284	118,595
Switzerland	78,381	103,012
Sweden	54,267	66,240
Canada	56,511	46,228
Total	3,032,701	3,605,916

* Includes the Peoples' Democratic Republic of Yemen, Bahrain, Egypt, Ethiopia, Iran, Iraq, Jordan, Kuwait, Lebanon, Libya, Saudia Arabia, Sudan, Syria and other Middle East countries (Oman, Yemen Arab Republic, Qatar, Abu Dhabi, Dubai and the Northern Emirates and Gaza), Algeria, Morocco and Tunisia.

† France—Figures only available for exports to the following countries: Lebanon, Iraq, Iran, Saudi Arabia, Kuwait, Egypt, Libya, Sudan Algeria, Morocco and Tunisia

Sources: National Publications of Exporting Countries. French figures are extracted from OECD Series 'A' in US dollars.

Good response to export invitations

ALMOST 8,000 senior businessmen from industry and commerce have so far accepted the Secretary of State's invitation to join him and his Ministers in simultaneous export presentations in 10 major centres throughout Britain on October 9. Audiences in

Services to exporters

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Export House, 50 Ludgate Hill, London, EC4M 7HU
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Tel. 041-248 2855. Telex 77583 DTI GLASGOW

Inverness District Office

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Office for Wales

Government Buildings, Gabalfa, Cardiff, CF4 4YL
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Yorkshire and Humberside Regional Office

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Northern Regional Office

Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TR
Tel. Newcastle upon Tyne 27575. Telex 53178 DTI NTYNE

Cumberland and Westmorland District Office

Town Hall, Cockermouth, Cumberland
Tel. Cockermouth 3498/9
Telex 64173 DTI COCKERMOUTH

North-Western Regional Office

Sunley Building, Piccadilly Plaza, Manchester, M1 4BA
Tel. 061-236 2171. Telex 667104 DTI MCHR

West-Midlands Regional Office

Five Ways House, Islington Row, Birmingham, B15 1SJ
Tel. 021-643 8221. Telex 337021 DTI BHAM

East-Midlands Regional Office

Cranbrook House, 47 Cranbrook Street, Nottingham NG1 1ES
Tel. Nottingham 46121. Telex 37143 DTI NOTTM

South-Western Regional Office

The Pithay, Bristol, BS1 2PB
Tel. Bristol 21071. Telex 44214 DTI BRISTOL

Northern Ireland Ministry of Commerce

Chichester House, 64 Chichester Street, Belfast BT1 4JX
Tel. Belfast 34488. Telex 74578 GOVNI BELFAST

Part of an export order won by Jobling Process Plant Division, manufacturers of QVF process plant, consisting of glassware worth £55,000 for delivery in South Africa. Forwarding arrangements were made by Thomas Meadows and Co. Ltd., who chose containers sent by mail ship service as the most effective method of transport, even though shipping services to South Africa are not yet containerised.

Birmingham, where the Secretary of State himself will be the speaker at the breakfast-time meeting, and at Manchester where the Minister for Trade and Consumer Affairs (Sir Geoffrey Howe) is due to speak, could well exceed 1,500 at each centre. Replies are still coming in. Early indications are that firms generally welcome the Secretary of State's initiative and share the importance he attaches to seizing the opportunities now open to us in our overseas markets.

As reported in *Trade and Industry*, September 13, all 10 meetings in Birmingham, Manchester, Glasgow, Leeds, Cardiff, Nottingham, Bristol, Newcastle, Norwich and Southampton will take place at 8.30 a.m. so as to cause the least disruption to businessmen's working day. They are expected to last for no more than about an hour.

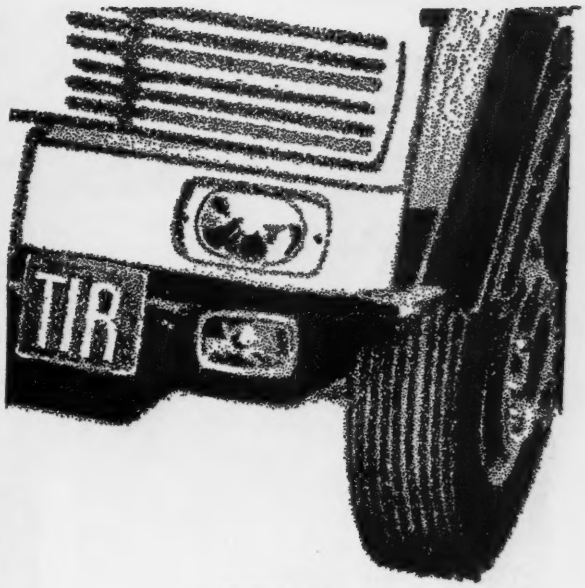
British trade mission by ten Aerospace companies to west coast of USA

BOEING, Lockheed, Douglas and other important American aerospace companies on the West Coast will be visited, October 29-November 12, by a British mission, organised by the Society of British Aerospace Companies Ltd. and financially assisted by the British Overseas Trade Board. After a briefing at the Consulate and a visit to Boeing, both in Seattle, the group will tour seven other companies, all situated in and around Los Angeles and San Diego.

The mission will be represented by:

Dr. W. G. Watson, Scottish Aviation Ltd.
Mr. E. J. Hellier, Dowty Rotol Ltd.
Mr. C. H. Barden, Smiths Industries Ltd.
Mr. M. Feeney, Marsh Brothers & Co. Ltd.
Mr. G. F. Upton, The Olessey Co. Ltd.
Mr. J. B. Roberts, Dunlop Ltd.
Mr. M. M. Moore, High Temperature Engineers Ltd.
Mr. A. J. Merrett, Herman Smith (Special Products) Ltd.
Mr. C. F. Campbell, Automotive Products Ltd.
Mr. R. McLanaghan, Redifon Flight Simulation.

A few places will still be available for companies wishing to take advantage of this unique venture, and contact should be made as soon as possible with the Mission Secretary, Colin Evans, at the SBAC, 29 King Street, St. James's, London SW1Y 6RD. Tel: 01-839 3231.



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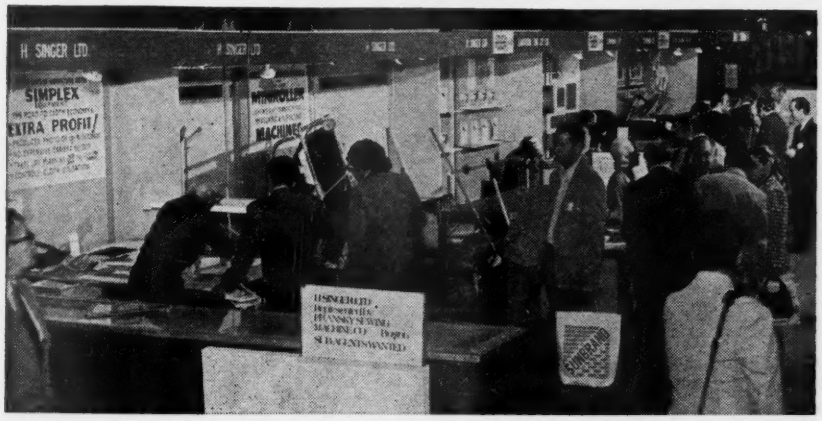


Visitors to the Bobbin Show in Philadelphia watch demonstrations of equipment on the centrally-positioned stands of British exhibitors.

Increased orders all sewn up at Philadelphia's Bobbin Show

From Roland S. Willcox, Vice-Consul (Commercial), British Consulate-General, Philadelphia: Four British firms, under the sponsorship of the British Textile Machinery Association supported by the British Overseas Trade Board, exhibited at the 14th annual Bobbin Show held at the Civic Centre, Philadelphia. This was the fifth successful joint venture held at this show. This year over 10,000 apparel manufacturers and other principals of the sewn products industry converged on Philadelphia, September 12-15, to view what was termed the largest display of apparel-making machinery, work aids and services for textiles ever to be held in the country.

On this special occasion the Bobbin Show coincided and was held in tandem with the annual convention of the American Apparel Manufacturers Association on its 40th anniversary.

About 250,000 sq. ft. of the Civic Centre were occupied by some 500 exhibitors. A strategic position at an exposition is the aim, not to say major preoccupation, of every exhibitor at a show. The British joint venture this year enjoyed the advantage of having booths almost in the centre of the hall.

Of the wide range of products on view at the exposition, the main categories and number of firms showing them were: attachments and work aids—over 70; cutting room and pattern-making equipment—55; linings and accessories—55; industrial sewing machines—43; thread, fibre, yarn and cord—42; labels, tickets, tags—40; fabrics—40; packaging equipment and supplies—36; special purpose equipment—38; material-handling equipment—30; boilers, finishing and pressing equipment—35; buttons and closures—35; bias service and equipment—20; dies and die cutting equipment—25; paper and plastic products—22; photocopy equipment and supplies—20; webbing and elastic—19; needles—12; hangers—18; factory supplies—15; chemicals—8; business machines and supplies—3; computer equipment and services—11; economic development—7; educational institutions—3; financial services—4; management consultants—12.

Sewprima Ltd. of Gillingham, already well known to the American public, reported a very successful showing of its speedtracks, automatic profile stitching units, needle positioners and a compact forming press available as a standard bench top fitting. Laughton Engineering Co. Ltd. of London took advantage of Bobbin '73 to show the new Laughtomatic Hi Fuse 610, a compact, low-cost automatic continuous fusing machine capable of handling widths of up to 32 in. used in the fusing of resin bonded materials into garments.

The stand of H. Singer Ltd. of London was a scene of constant traffic and inquiries on the several items of equipment which included a lightweight examining and measuring machine, a tachometer-stroboscope, to enable slow motion viewing of internal mechanisms of machines for the pinpointing of machine faults and for teaching purposes, an automatic laycutter, and a Simplex Marker-Copier and Lay Planning Unit. B. and W. Machine Co. Ltd. of London, showing for the first time and with great success, introduced a range of machines offering a new concept in fusing and transfer printing machinery, together with a series of transfer prints.

The Bobbin Show is virtually the only show of its kind in the USA and, although originally primarily national, it has become more international in character each year, as is evidenced by the increasing number of products made overseas that are to be seen on the booths. The show is ideal, not only for the regular British exhibitors but for all firms who wish to reap the rewards of entering one of the largest and most sophisticated market places of the world.

Exhibitors at the Bobbin Show were generally agreed that this year had seen a marked increase in both firm commitments and purchasing interest, not only by American buyers but by what seemed to be a particularly large contingent of visitors from Latin America, the Far East and elsewhere, who sought not only products but dealerships, confirming similar observations at the Knitting Arts Exhibition held earlier in the year at Atlantic City. These indicated a surge in the garment and textile industries after a virtual three year plateau.

The importance of the show to the garment and related machinery industry may be seen from the fact that space for the 1974 show, to be held at Dallas, Texas, had been two-thirds provisionally committed before the closing of Bobbin '73. There is every prospect of a greatly enlarged British participation at Dallas in 1974.

President sees British stands at Irish event

From Miss M. Delany, Commercial Officer, British Embassy, Dublin: The products of over 50 British manufacturers were brought together in the 18-stand British section of Ireland's Fourth International Food and Drink Fair. Held September 7-15 at the Royal Dublin Society's Ballsbridge Exhibition Halls, the event was sponsored by the Irish Retail Grocery, Dairy and Allied Trades Association and organised by Industrial and Trade Fairs (Ireland) Ltd.

The Fair was opened by Mr. Justin Keating, TD, Minister for Industry and Commerce and was visited by the newly-elected President of the Republic, Mr. Erskine Childers.

In addition to food and drink, shop equipment was also exhibited. There were some 90 stalls in all and, reflecting on Ireland's entrance into the European Economic Community, almost every country in Europe was represented, as were a number of non-EEC countries including Australia, Israel, Canada, India, Jamaica, Ceylon and the USA.

The British stand, sponsored jointly by the British Food Export Council and the British Overseas Trade Board, occupied a prominent position in the main hall and offered on its 18 stands a wide variety of attractive food products, as well as the products of two equipment manufacturers, making the strongest British presence so far seen at this event and the British section by far the largest at the Fair.

As in previous years, several stands were occupied by Irish distribution companies offering composite displays of their principals' products.

A very good level of trade inquiries was maintained throughout the event and most participants were satisfied that their presence had been worthwhile. The strength of this presence does no more than reflect Ireland's importance as Britain's fourth largest export customer, Britain supplying goods worth £469 million, about 51 per cent of total Irish imports, in 1972.

The British Overseas Trade Board supported a big British group display organised by the British Food Export Council at the International Fine Foods and Provisions Exhibition (ANUGA) in Cologne, September 22-27. Picture shows l. to r. Mr. G. V. K. Burton, chairman of Fison's Ltd., member of the British Overseas Trade Board, Mr. John Heath, Counsellor (Commercial) at the British Embassy, and Mr. K. Green, deputy director, Fairs & Promotions Branch, on the stand of Associated British Food.

Crowds flock to UK Pavilion at Plovdiv fair

From T. Blackman, First Secretary (Commercial), British Embassy, Sofia: British exhibitors were pleased generally with the results of the 29th Plovdiv International Fair, September 3-10. More hard currency was available for purchasing and business was markedly better for our firms at this event, coinciding with the significant up-turn in trade between Britain and Bulgaria during the first half of this year after a poor performance in the previous two years.

There to see for himself as a guest of the Bulgarian Government, by personal invitation of Mr. Andrei Lukanov, Bulgarian Deputy Minister for Foreign Trade, was Lord Limerick, Parliamentary Under-Secretary of State for Trade. The British National Day reception provided the opportunity for all three speakers—Lord Limerick, HM Ambassador, Mr. E. Bolland and Mr. Lukanov—to note with satisfaction the improved trend of business, the brighter prospects for future Anglo-Bulgarian trade and the significant part of industrial co-operation in this pattern.

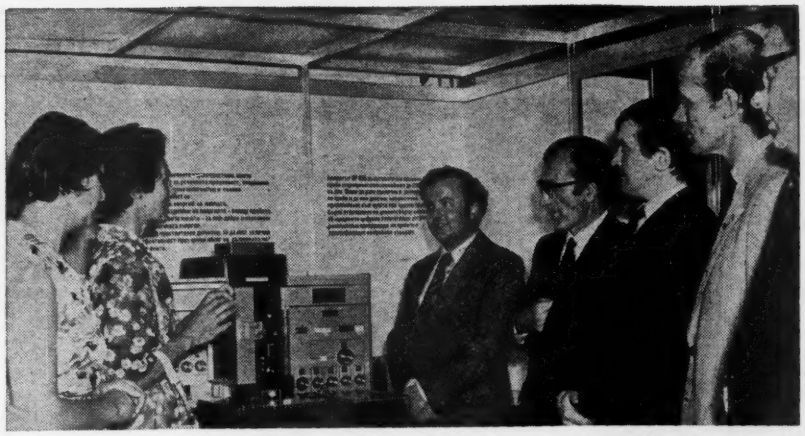
This was the seventh successive year of an officially organised British pavilion at the Plovdiv fair. Twice as many British firms exhibited compared with 1972, confirming the growing interest in the event and the new level of importance it is assuming. Seven of the 20 British exhibitors were participating for the first time and almost all can be expected to return in 1974 (September 3-10 again).

Bulgaria attaches great significance to her annual trade fair: it is a manifestation of the planning and achievement, the gathering of technicians and planners of the country and a holiday occasion for the general public.

Crowds in the DTI-organised British Pavilion were attracted by its novelty, for them, of closed-circuit colour television backed up by studio sound equipment in action on Denis Tyler's stand. Another popular stand was that of Rotaprint which was producing and giving away specimens of fine colour work. Rank Xerox and the legions of ICI, notably Plant Protection, were present in strength.

Other consistent performers at Plovdiv were J. K. Smit and Sons Diamond Tools, Pye Unicam, J. C. Bamford, Lea Grant and Oxymetal Finishing. Adding to the sophistication of the British exhibit in a wide area of technology were Monotype Corporation, British United Shoe, Crane Packing, Cossor Electronics, Foxboro Yoxall, Industrial Dynamics, Nelson Planning, Timperley Engineering and Yorkshire Imperial Metals.

Deserving special mention is Marconi International Marine which obtained the distinction of a gold medal award from the fair for its sea chart solid state recording echometer. Exhibiting independently elsewhere in the fair were Shell, Coles Cranes, Nashua Copycat and Desoutter Brothers.



Lord Limerick and group on the Pye Unicam stand at the Plovdiv International Fair. Left to right: Mrs. Lukanova; Lady Limerick; Mr. P. J. B. Wright, Pye Unicam; Mr. E. Bolland, HM Ambassador; Mr. P. J. Fernie, Pye Unicam; Lord Limerick; Mr. A. Lukanov, Bulgarian Deputy Minister for Foreign Trade.

Evidence of importance of Canadian market

FOR the first time, six British firms will be exhibiting at the Annual Convention and Exhibition of the Wire Association of America, Montreal, October 22-24. The British companies are participating in a joint venture display sponsored by the British Overseas Trade Board in conjunction with the Wire Machinery Association.

In Toronto, at the Canadian Education Showplace, October 25-27, nine British firms will be showing their products under the sponsorship of the Board. Exhibits will include books, musical instruments and video equipment.

A further indication of the importance of the Canadian market to British exporters is in the constant flow of trade missions from Britain to Canada. In the three months September to November, eight British trade missions are going to Canada, supported by the British Overseas Trade Board. These missions are from firms manufacturing both consumer and capital goods—briar pipes, linens, hosiery and knitwear, shoes and ceramics, machine tools and agricultural equipment.

Largest store promotion in W. Europe this year takes place in Austria

MR. Derek Ezra, a member of the British Overseas Trade Board and chairman of its European Trade Committee, opened the Gerngross store promotion in Vienna on September 25. This is the largest store promotion in Western Europe during 1973 and involves 10 department stores of the Gerngross Group throughout Austria. The promotion lasts three weeks until October 13 and additional stock buying of British goods totals over £400,000.

Anglo-Austrian trade expanded rapidly while both countries were members of EFTA. Now, with Britain a member of the EEC and Austria's free trade arrangement with the Community in operation since last October, there are excellent prospects for a continued growth in trade between the two countries.

Joint venture at Zagreb

THE Business Equipment Trade Association is organising a joint venture display, supported by the British Overseas Trade Board, by five British companies at the International Office Machinery and Equipment Exhibition (Interbiro), Zagreb, October 8-13.

The joint venture exhibitors are: Addressograph-Multigraph Ltd., Block & Anderson Ltd., Gestetner Ltd., Multitone Electric Co. Ltd., Rank Xerox Ltd. The Business Equipment Trade Association is also represented.

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The British Ambassador, Sir James Bottomley, inspected products and the production line when he visited the factory of Smith and Nephew at Pinetown, Natal, recently. In the group behind the African workers the Ambassador is second from the left, flanked by Mr. Kenneth Lunn, managing director, and Mr. R. J. Jacques, Consul (Commercial), Durban, while Mr. R. T. Wheeler, textile divisional manager, is on the right.

Agricultural engineers mission going to Toronto convention

WITH sales of British farm machinery to North America at the record level of £40.8 million in 1972—an increase of 21 per cent over 1971—a British agricultural engineering mission is making final preparations to meet American and Canadian wholesalers from November 10 to 24 to boost sales still further.

Supported by the British Overseas Trade Board, this is the fifth and largest ever annual visit organised by the Agricultural Engineers Association, following on the successes of previous missions to Canada and the USA.

Fourteen British firms will be represented offering a wide range of products including silos, livestock feeding and milking equipment, tractor-driven generators, metering and recording systems, diggers, loaders and a range of cultivating equipment, as well as gear boxes and custom built transmissions.

The mission will begin its visit as guests of the American Farm Equipment Wholesalers Association at their annual convention, which takes place in Toronto this year, November 11-15, after which individual members will follow their own programmes.

Leader of the mission is Mr. John Young, director of P. J. Parmiter and Sons Ltd., Tisbury, Wilts, who says: 'A properly organised sales team such as ours, with recognised backing, is appreciated by the North Americans. It has impact and strength and provides a focal point representing the British farm machinery industry during the period of the convention. There are fine opportunities for smaller, medium and large British companies alike in Canada and the United States. But, to achieve success, detailed advance preparation is essential.'

Dozen companies set for Slough Chamber's tour

TWELVE companies from South Buckinghamshire and East Berkshire will participate in Slough and District Chamber of Commerce and Industry's 4th Mission to South Africa in November.

Products concerned in the three-week British Overseas Trade Board-supported venture include blast-room plant, medical accessories, plastics, fabrics, textile machinery, fire-fighting equipment, ball-bearings, printers blankets, spark erosion requisites.

Containerisation experts invited to Soviet Union

TEAM of nine United Kingdom experts on containerisation visited the Soviet Union, at the invitation of the Soviet State Committee for Science and Technology, September 17-25. Sir Richard Bonallack, chairman of Freight Bonallack Ltd., led the group, which was co-ordinated by the CBI.

The team was returning the visit of Soviet containerisation experts made to the United Kingdom in September 1971. Both the British and the Soviet teams were hoping to identify specific areas of mutual interest for technological collaboration with a view to setting up a formal joint Working Group.

The State Committee for Science and Technology organised the programme to include discussions in Moscow with officials at the Ministry of Railways and Road Transport, the Ministry of Heavy Power and Transport Machine Building and also the State Committee for Science and Technology and two Research Institutes.

The companies participating and their representatives are: Freight Bonallack Ltd., Sir Richard Bonallack, chairman; Clark International, Mr. P. Richard, sales director; Concargo Ltd., Mr. J. M. Roe, sales director; Crane Fruehauf Containers, Mr. Ian Lees, sales manager; Duramin Engineering Co. Ltd., Mr. E. Horritt, managing director; Lancer Boss Ltd., Mr. R. H. C. Worthington, export area manager; Lansing Bagnall Ltd., Mr. E. H. Wheeler, director; Rubery Owen & Co. Ltd., Mr. R. Cheek, export area manager; York Trailer Co. Ltd., Mr. G. J. Brant, export sales director.

Leicester Chamber prepares for Brazil, Mexico . . .

LEICESTER and County Chamber of Commerce is sending a mission to Brazil and Mexico. Led by J. W. Polito, the Chamber's president, the mission will leave for Sao Paulo on November 9 and will also visit Minas Gerais, another industrial centre, before moving on to Mexico on November 20.

The mission will spend a short time in Mexico City and hopes to visit other Mexican industrial centres before returning to Leicester on November 24.

Alan Green, the Chamber's deputy secretary, said the mission will comprise capital goods producers mainly from the knitting machinery, textile finishing, machine tools and wood-working machinery fields.

The Leicester Chamber was last in Mexico in 1969 when textile machinery producers taking part reported excellent business from the Pueblo region. The Chamber has also visited Brazil previously.

The mission has been approved for British Overseas Trade Board assistance.

. . . plans for 1974

THE Chamber is already planning five BOTB-supported missions for the first half of 1974.

The first will go to the United States on January 5 for a six-day visit, with the aim of selling high-class knitwear, jersey dresses and suits to bulk buyers in the mail order multiple stores.

The second mission flies to Syria on February 17 and also makes calls in Lebanon before returning on March 1. The Chamber says that exporters have been reluctant to explore the Syrian market in the past but it is now expected that British exports will improve. In Lebanon, Leicester firms are already doing business. This mission will comprise knitwear manufacturers and makers of textile machinery and machine tools.

The Chamber will be sending a mission to Japan on April 19. This is the most explosive growth market open to British exporters, it states, and it has been forecast that the amount of imports into Japan will increase by 400 per cent by 1985. At present the British share of this market is much smaller than it should be: the best opportunities await manufacturers of machinery, textile yarns and fabrics, and pharmaceutical products.

The Chamber is organising a special seminar about exporting to Japan in connection with this mission. The seminar takes place at the Grand Hotel, Leicester, on October 18. The seminar will be in two parts: part one will be devoted to industrial products and part two to consumer goods.

Speakers include Mr. G. C. Nichols, chairman of the Japan Trade Advisory Group; Mr. Andrew Barclay, an export director of Brown and Sharpe; Mr. Gil Holdsworth, export director of Dodwell and Co. Ltd.; Mr. John Mitchell of Tootal Thomson Fabrics; and Mr. P. G. A. Wakefield, special adviser to the British Overseas Trade Board.

A mission to Ghana and Nigeria will leave on May 8 and will be away for two weeks.

Between June 9 and 15 the Chamber will have a mission in Yugoslavia, an expanding market with openings for a wide variety of products, especially in connection with current modernisation schemes in several industrial centres.

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EXPORT BUSINESS

Sweet Molly Malone's wheelbarrow has given way to Lansing Bagnall electric trucks in the streets of Dublin's fair city. At the wholesale market, the use of good materials-handling techniques has enabled traders to keep abreast of the times as the lorries bringing loads of palletised produce grow bigger and heavier. Sixteen 3,000 lb. capacity fork trucks fitted with pneumatic tyres are kept busy working between importers' warehouses and the market hall. They have to contend with slippery cobbles and congested streets. The trucks were supplied by Lansing Bagnall's distributors in Eire—Hendrons Bros. (Machinery) Ltd., of Dublin and Cork.

UK firm builds special printer for NZ telephone directories

TIMSONS Ltd. of Kettering, Northants, is to build a machine for printing telephone directories for the New Zealand Government. The order, won against competition from Germany and America as well as other British firms, is worth £475,000. The biggest and costliest single machine ever constructed by Timsons, it is due for delivery early in 1975.

The new machine will supplement a smaller telephone directory printing machine which Timsons supplied to the New Zealand Government six years ago. It is needed because of the growth in the telephone service.

The unit, using the lithographic process, is designed to produce a maximum of 40,000 64-page signatures or sections in one colour per hour or 80,000 32-page signatures. It will also produce a full range of signatures from four-pages upwards in a variety of combinations. The sections will then be collated, bound and trimmed into the finished directories.

Timsons is a specialist in producing machines tailor-made for an individual customer's requirements. The new telephone directory machine is an example of such a one-off 'special', which Timsons can build up by the combination of its standard unit designs.

Trip wins Japanese sales

P. P. PAYNE LTD., of Nottingham has won an export order from Japan for tear tape, worth £24,000, following a 'very successful' sales trip by two of its chief executives. Further business with Japan, now being negotiated, includes a provisional order for decorative ribbon worth at least £50,000.

The orders would make an important contribution to the firm's growing exports—already over 25 per cent up on the corresponding period last year—states Mr. Charles Spicer, managing director, who, with Mr. Roy Handford, director of the strapping division, recently visited the Far East with the aim of strengthening trade links with Japan.

Supply and installation of electrical services for Kariba power station

THE Central African Power Corporation has awarded the second of two contracts to Balfour Kilpatrick (International) for the supply and installation of electrical services for the second Kariba North power station and its extensions. This brings the total value of the two contracts to more than £300,000.

The Kariba North hydro-electric complex will be capable of producing enough power to meet completely the requirements of Zambia when the second station is commissioned in the mid 1970's. Although this will make Zambia self-sufficient in terms of hydro-electric power, the potential of the Kariba complex is so great that this will not be the ultimate development.

Balfour Kilpatrick (International) Ltd., a member of the Balfour Beatty Group of BICC, is responsible on the first contract for the supply and installation of 11 kV to 3.3 kV power cabling and low voltage control circuitry. The second contract is for the supply and installation of the lighting, small power systems and the accessories for the power station, switching station and transformer compound area.

Balfour Kilpatrick (International), based in Hackbridge, Surrey, has been active in Central Africa for many years and is at present involved in projects in Kenya, Tanzania, Nigeria, Ghana and Cameroun. The consultants on the Kariba North second power station project are Merz and McLellan of Newcastle.

Davy companies score from Arctic Circle to Persian Gulf

DAVY-LOEWY Ltd., Sheffield, a Davy International company, has received a letter of intent from Rautaruuki Oy, Finland, for a heavy four-high plate mill valued at approximately £4.3 million with options which could substantially increase this figure. The order was won against strong American and European competition.

The mill, 3.6 metres wide, to be installed at Raahe in Northern Finland, will have a designed output of 510,000 tons a year of high quality steel plate. It will incorporate all the latest in rolling technique, including hydraulic gauge control, work roll bending and extra-fast roll changing.

This is the fourth major rolling mill order to be placed with Davy by Rautaruuki Oy. All the mills at the Raahe Works are by Davy and this latest addition to the existing plate and strip mill complex reflects the satisfactory operation of the equipment already there.

The Raahe Works, 150 miles south of the Arctic Circle, began production in October 1967. It has been progressively extended in both capacity and range of product since then and Davy mills have figured in most of the major developments.

Davy Powergas Ltd., another Davy International company, has been awarded a contract by Shahpur Chemical Co. Ltd., Iran, for a monoammonium phosphate (MAP) plant with a capacity of 600 metric tons per day. The design of the plant will be based on the Fisons Minifos process.

The plant will be built at the Bandar Shahpur complex on the Persian Gulf and the Minifos product will be used partly as a feed to an existing diammonium phosphate (DAP) plant and partly for export.

Davy Powergas will be responsible for process design and engineering, procurement of equipment and supervision of start-up. The bulk of the equipment is expected to be supplied from the UK with the balance from the US and Japan.

German silencer company orders Moon machines

As part of an expansion programme, one of Germany's largest silencer manufacturers has ordered two machines from Moon Brothers Ltd. of Birkenhead. The company, Friedrick A. Boysen, already operates a model IM edge rolling machine and a model 2SH body maker. It has now ordered identical equipment for a new factory. Delivery is scheduled for November.

The model IM is a heavy-duty multi-station machine, tooled to preform both edges of a silencer body blank for use with the model 2SH body former. Silencer body blanks are hand fed into the machine and the blank passes through the rollers which form both edges of the material into the correct hook form and passes out of the back of the machine, the blank then being ready for use in the body forming machine.

The model 2SH body forming and side lock seaming machine is hydraulically-operated and arranged for semi-automatic operation on round or oval silencers, depending on the tooling. The body blank with preformed edges is placed on the feed table and operation of a push button initiates the feed forming and locking cycle. The finished body subsequently passes out of the machine. If required, the machine will crimp the side seam on ejection of the body. The model 2SH handles lengths up to 40 in. and diameters between 3 in. and 9 in. Output is approximately 300/360 silencers an hour.

Moon Brothers silencer equipment is used by leading manufacturers in 13 countries.

NOTICES TO IMPORTERS

Radio tubes from German Democratic Republic

RADIO tubes originating in or consigned from the German Democratic Republic may only be imported under individual licences within a limit of a quota of £100,000 under Item 12 of the 1973 GDR Quota (Notice to Importers No. 1392). Recently, however, an application for a licence for P.1507 Mullard type valves has been granted outside the quota because it was already exhausted and there was no production in the United Kingdom or other Member countries of the EEC.

The Import Licensing Branch of the DTI is prepared to consider any applications from importers for licences for valves of this kind if it is satisfied that they cannot be obtained from other sources than the German Democratic Republic.

Imports of cocoa

A NOTICE published in *Trade and Industry* on September 20, 1973 (p. 580), set out the UK import licensing arrangements for cocoa on and after October 1, 1973. The following corrections should be made in paragraph 2 (v) of the notice:

in line 2, for 'Commercial' substitute 'Community';

in line 4, before 'an' insert 'eg'.

In addition the lists below should be annexed to the earlier notice:

Members of the International Cocoa Agreement	
Algeria	Ireland, Republic of
Australia	Italy
Austria	Ivory Coast
Belgium	Jamaica
Brazil	Japan
Bulgaria	Luxembourg
Cameroon	Netherlands
Canada	Nigeria
Chile	Norway
Colombia	Portugal
Cuba	Romania
Denmark	Spain
Ecuador	Sweden
European Economic Community	Switzerland
Finland	Togo
France	Trinidad and Tobago
Germany, Federal Republic of	Union of Soviet Socialist Republics
Ghana	United Kingdom of Great Britain and Northern Ireland
Guatemala	
Honduras	Venezuela
Hungary	Yugoslavia

Fine or flavour cocoa means cocoa produced in the countries listed below to the extent specified:

(1) Countries producing exclusively fine or flavour cocoa—	
Dominica	Sri Lanka
Equador	St. Lucia
Grenada	St. Vincent
Indonesia	Surinam
Jamaica	Trinidad and Tobago
Madagascar	Venezuela
Panama	Western Samoa
(2) Countries producing fine or flavour cocoa but not exclusively—	
	Per cent of production consisting of fine or flavoured cocoa
Costa Rica	25
St. Tome and Principe	50
Australia (Papua New Guinea)	75

Lord Limerick, Parliamentary Under-Secretary of State for Trade, speaking at the Symposium on Industrial Co-operation with Poland held by the London Chamber of Commerce and Industry last week. Seated on the right of the Minister is Mr. J. H. Baumann, chairman of the chamber's Polish section and managing director of Morganite Ltd. On the right of Mr. Baumann is the Polish Ambassador, Mr. A. Starewicz. The symposium, which followed a similar event two years ago, had an attendance of about 100.

Industrial groupings in Japan

THE structure of industrial groupings in Japan is analysed in a 400-page report of statistical information for foreign businessmen dealing with Japan. It is the first time such reference material has been made available in English.

The publication will help exporters unravel the interlocking structure of the Japanese industrial and commercial scene. There are 13 major industrial groups in Japan which have a powerful influence on the country's economy and business. Over 1,000 companies are connected to a greater or lesser degree with one of these groups. When doing business with Japan it is important to know which company belongs to which group, connections within the group, and the group's position in a particular industry.

Details are available from the DTI Exports to Japan Unit, Hillgate House, 26 Old Bailey, London EC4M 7HU (tel: 01-248 5757, ext. 613/7319).

Name and address with cable

British firms cabling an overseas organisation for the first time should ensure that they include their name and full postal address. There is no comprehensive directory of cable addresses, and commercial departments in British embassies are often unable to help local firms who ask them to trace British firms from their cable address.

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ECGD backs credit lines for Poland

BARCLAYS Bank International Ltd., backed by the Export Credits Guarantee Department, has negotiated a £4 million line of credit for Poland. This will enable Polish buyers to buy a wide range of UK capital goods. At the same time the existing line of credit set up by Barclays Bank International in March this year has been extended: applications for inclusion under the credit so much exceeded the original loan of £10 million that an additional £8 million has been made available to finance more contracts, and this additional finance has already been allocated. The Bank Handlowy w Warszawie are the borrowers in both cases.

Individual contracts to be financed under the new £4 million line of credit will be nominated by Bank Handlowy and placed over the next 15 months. Each contract must have a value between £10,000 and £500,000. Repayment of this loan will be over three years for contracts between £10,000 and £50,000, four years for contracts between £50,000 and £100,000 and five years for contracts over £100,000.

Exporters interested in further details of the new credit should contact Mr. I. Bonnett of ECGD (tel. 01-606 6699, ext. 7302) or Mrs. V. M. Calthorpe of Barclays Bank International (tel. 01-283 8989, ext. 3276).

New advisers for ECGD

THE Export Credits Guarantee Department announce that Mr. Peter Walker, Secretary of State for Trade and Industry, has appointed Mr. D. W. Hardy and Mr. P. A. Matthews to the Export Guarantees Advisory Council, which advises the Department on its 'commercial' operations. The two new members replace Sir Hector McNeil and Mr. A. E. F. Lovick, whose five-year terms of office have expired.

Mr. Hardy is finance director of Tate and Lyle Ltd. and also a director of United Molasses Co. Ltd., Paktank Storage Co. Ltd. and the Agricultural Mortgage Corp. Ltd. Mr. Matthews is managing director and chief executive of Vickers Ltd., part-time deputy chairman of the British Steel Corporation and a director of British Aircraft Corporation (Holdings) Ltd., Canadian Vickers Ltd., Vickers Australia Ltd. and Vickers Holdings Pty. Ltd.

Sir Leslie Robinson is succeeding Sir Hector McNeil as deputy Chairman of the Council.

Investment in Belize sugar industry insured

A LOAN investment of £300,000 being made by Tate and Lyle Ltd. in Belize Sugar Industries Ltd. is being insured by the Export Credits Guarantee Department under its Overseas Investment Insurance Scheme. The loan is being made to help purchase new

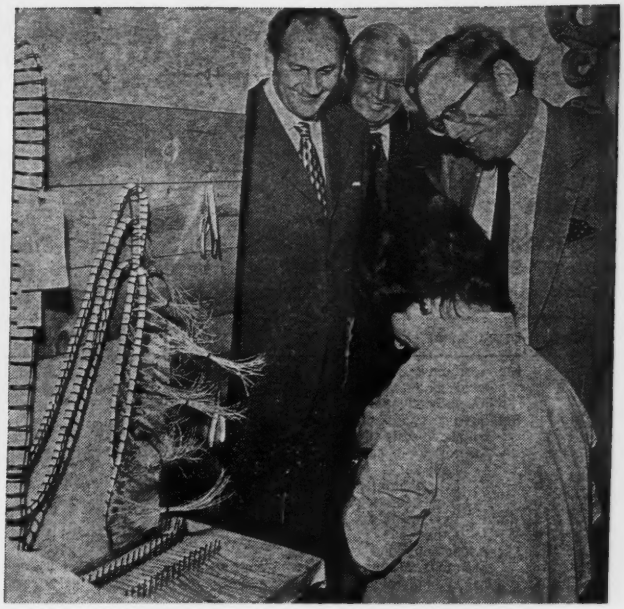
ECGD general purpose lines of credit

THE table below gives lines of credit guaranteed by the Export Credits Guarantee Department under which there is capacity for further export business to be financed out of the credit. The date given is generally that of the first public announcement; working details are often finalised some time later.

Recipient	UK Bank	Date announced	Purpose	Loan value £m	Minimum contract value £000s	Final date for entering into contracts
Algeria	Lloyds	14.12.72	Capital goods and associated services	10	10	December 31, 1974
Algeria	Lloyds	25. 6.73	Industrial plant, machinery, and associated services	1	10	June 20, 1975
Brazil	Hambros	12. 3.71	Marine equipment	10	5	June 12, 1974
Brazil	Baring Brothers	30.11.71	Electrical plant and equipment for the Marimbondo hydro-electric project	5	$200,000 (Sterling equivalent)	August 31, 1975
Bulgaria	National Westminster	5.10.72	Capital goods and metal semi-manufactures	5	5	December 31, 1973
Cuba	National Westminster	15. 2.72	Miscellaneous capital equipment and associated services	3	10	February 28, 1974
Cyprus	Midland	28.12.72	Capital and semi-capital goods	0.3	10	November 30, 1974
Denmark	Midland	30. 5.72	Capital goods and associated services	1	10	March 31, 1974
Denmark	Barclays Bank International	22. 2.73	Capital goods and associated services	1	10	February 28, 1974
Denmark	Barclays Bank International	2. 4.73	Capital goods and associated services	1	10	March 31, 1974
Finland	Hambros	15. 6.72	Machinery, equipment, and associated services for heavy engineering industry (Rauma-Repola Oy)	0.4	25	December 14, 1973
Finland	Scandinavian Bank Ltd.	10. 9.73	Capital plant and equipment and associated services (Oy Wartsila AB)	0.5	10	August 14, 1974
France	Midland	16.10.72	Industrial plant and equipment and similar capital goods	5	10	October 16, 1973
France	Midland	3.11.72	Industrial plant and equipment and similar capital goods	5	10	November 2, 1973
France	Lloyds	21. 3.73	Industrial plant and machinery	5	10	August 31, 1974
German Federal Republic	Lloyds	3. 4.73	Industrial plant and machinery	5	10	September 30, 1974
Hungary	Morgan Grenfell	22.12.71	Capital and semi-capital goods and breeding cattle	6	10	December 31, 1973
Irish Republic	National Westminster	25. 1.73	Capital and semi-capital goods	1	5	June 30, 1974
Israel	Warburgs	31. 1.72	Capital goods and associated services	3	20	Expired*
Israel	Rothschild	31. 7.72	Capital goods and associated services	1	10	Expired*
Israel	Charterhouse Japhet	15. 8.72	Capital goods and associated services	3	10	August 15, 1974
Mexico	Lloyds	18.12.72	Capital goods and small projects	5	15	December 15, 1974
Philippines	Rothschild	5. 3.73	Textile machinery	3	200	March 5, 1974
Poland	Barclays Bank International	12. 3.73	Capital goods and associated services	10–15	50	March 31, 1974
Poland	Barclays Bank International	27. 9.73	Capital goods and associated services	4	10	December 31, 1974
Portugal	Rothschild	5. 7.73	Industrial plant and machinery	5	25	July 2, 1975
Romania	National Westminster	26. 6.72	Capital and semi-capital goods and associated services	5	5	June 23, 1974
South Africa	Hill Samuel	28. 9.70	Capital goods and associated services for the Electricity Supply Commission (ESCOM)	5	50	December 13, 1973
South Africa	Schroder Wagg	30. 9.70	Capital and semi-capital goods and associated services	25	10	October 31, 1974
South Africa	Schroder Wagg	25. 6.70	Capital equipment and associated services for the South African Iron and Steel Industrial Corporation Ltd. (ISCOR)	30	100	December 31, 1974
South Africa	Hill Samuel	10. 8.72	Telecommunication equipment for the South African Post Office	20	—	March 31, 1975
South Korea	Lloyds	30. 6.70	Capital and semi-capital goods and associated services	6	25	December 31, 1973
Sweden	Scandinavian Bank Ltd.	21.12.72	Capital and semi-capital goods and associated services (Stal-Laval Turbin AB)	2	10	December 20, 1973
Sweden	Midland	7. 5.73	Ships equipment and other capital goods (Kockums MeKaniska Verkstads Aktiebolag)	1	50	May 4, 1974
Sweden	Midland	29. 5.73	Ships equipment and other capital goods (AB Gotaverken)	2	50	May 31, 1974
USSR	Morgan Grenfell	25. 1.73	Capital goods and associated services	25	250	July 31, 1974
Yugoslavia	Barclays	25. 3.71	Capital goods and associated services	10	10	Expired*
Zambia	Tozer Standard and Chartered Ltd.	8. 8.72	Capital goods for development of the mining industry (Nchanga Consolidated Copper Mines Ltd.)	4.8	40	June 30, 1974
Zambia	Morgan Grenfell	15.11.72	Capital goods for development of the mining industry (Roan Consolidated Mines Ltd.)	2.4	5	November 30, 1974

* Extensions under consideration.

Requests for further information on any of these lines of credit should be made to the bank concerned or to Mr. E. J. Crumplin, Export Credits Guarantee Department, PO Box 272, Aldermanbury House, Aldermanbury, London EC2P 2EL (tel. 01-606 6699, ext. 7366).



Two companies with remarkable export achievements were visited by DTI Ministers last week. Left: Lord Limerick, Parliamentary Under-Secretary of State for Trade, at the 'Racalex 73' biennial London exhibition of the Racal electronics group, which exports over half its £30 million turnover. Pictured on the stand of Racal-Mobical Ltd.—which exports over 99 per cent of production—Lord Limerick is testing the new Flyaway Pack transportable radio station. In six months Racal-Mobical's orders have soared to £7 million—almost £2 million from new customers in the Middle East and North Africa. Mr. D. C. Elsbury, managing director of Racal-Mobical—which has won the Queen's Award for exports for the last three years—is in the centre of the picture, and, on the right, is the Racal group chairman and managing director, Mr. E. T. Harrison. Right: Mr. Cranley Onslow, Parliamentary Under-Secretary of State for Aerospace and Shipping (right),watches fabrication of a cable loom assembly at the headquarters of International Aeradio Ltd., Southall, near London (Heathrow) Airport. The company provides technical services for aviation and communications in more than 50 countries, and manufactures radio, electronic and data control equipment. Over 82 per cent of the group's £11.8 million turnover last year came from overseas sales and operations. Accompanying the Minister on his tour, which included the international school of air traffic control, were Mr. J. P. Utterson (left), managing director, and Mr. A. C. Richards, deputy managing director.

equipment, including a new boiler, in order to increase the sugar factory's production.

This is the eighteenth overseas investment agreement signed by ECGD and it brings the value of investment insured by the Department to nearly £3 million.

ECGD investment insurance booklet

In support of its most recent innovation of insurance cover the Export Credits Guarantee Department has issued a booklet 'Protecting Investment Overseas', which explains in simple terms ECGD's Overseas Investment Insurance Scheme.

The cover is available for individual new investments overseas for three to 15 years. Premium is £1 per £100, a flat rate for all countries.

The booklet is available free on request from: ECGD, Publicity Branch, PO Box 272, Aldermanbury House, Aldermanbury, London EC2P 2EL (tel. 01-606 6699, ext. 258).

Belgium: use of Flemish language in commerce

A Belgian decree on the use of the Flemish (Dutch) language in business was published on September 6. It lays down that persons or companies whose place of business is in the Flemish-speaking area of Belgium must use Flemish in all written or spoken communications of a social relations nature, whether individual or collective.

The decree specifies that this language is to be used for the transmission of instructions, for communications, publications, staff or company meetings, welfare and medical matters, seminars, disciplinary matters, receptionist services, etc. It also stipulates that Flemish shall be used at board meetings and at meetings of works' safety and health committees; between employers and representatives of trade unions and any other legal entities; and between employers and public or private institutions concerned with labour relations.

The decree requires all company legal acts and documents, all accounting documents, and all documents addressed to employees to be in the Flemish language. However, providing certain prerequisites, eg the unanimous request of the employees' representatives or works committee or of the trades union representatives in the company, documents addressed to employees may, for a period of one year from the introduction of the decree, *be accompanied by* a translation into one or more languages.

The decree authorises inspection to ensure compliance and lays down penalties for offenders.

Chad: changes of name

It has been reported that there has been a recent move in Chad to replace Christian and colonial names with 'authentic' names. President Francois Tombalbaye has changed his name to President Ngarta Tombalbaye. On November 28, 1973, Fort Lamy, the capital, is to become Djamena. **CRE ext. 2334/3338**

Agency representation in West Indies Associated States and Montserrat

At a meeting of the Chambers of Commerce in the Associated States and Montserrat it was decided to review agency arrangements with a view to discontinuing the practice of appointing agents in the more developed territories in the Caribbean to serve the less developed territories and replace it with the appointment of agents in one or each of the less developed territories. **EDB ext. 354/477**

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, DTI, 1 Victoria Street, London SW1H 0ET (tel: 01-222 7877); and Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

TARIFF & TRADE NOTICES

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Spain

CUSTOMS TARIFF MODIFICATIONS: The Spanish *State Gazette*, September 10, 1973 announced modifications to the Spanish customs tariff. New sub-headings are introduced as follows:

Tariff no.	Description	Duty
29.14	Monocarboxylic acids, their anhydrides, halides, peroxides and peracids and their halogenated, sulphonated, nitrated and nitrosated derivatives:	
29.14.A	Saturated acyclic monocarboxylic acids:	
1	Formic acid, its salts and esters	20.5%
2	Acetic acid, its salts and esters:	
a	Acetic acid	21%
b	Lynalylcitronellyl, geranyl and vetiverol acetates	8%
c	Ethyl acetate	26%
d	Vynil acetate	26%
e	Other	21%
3	Acetic anhydride	21%
4	Monochloroacetic acid, its salts and esters	4.5%
5	n-Butyl chloroformate	1%
6	Nonanoyl chloride	1%
7	Other monocarboxylic non-saturated acyclic acids, their anhydrides, halides, peroxides and peracids; halogen, sulphonated, nitrated, and nitrosated derivatives of saturated acyclic monocarboxylic acids	11.5%
29.14.B	Non-saturated acyclic monocarboxylic acids:	
1	Acrylic and methacrylic acids, their salts and esters	10%
2	Alkyldinitrophenylic esters of crotonic and dimethylacrylic acids	1%
3	Other non-saturated acyclic monocarboxylic acids, their anhydrides halides, peroxides, and peracids, halogen, sulphonated, nitrated and nitrosated derivatives of non-saturated acyclic monocarboxylic acids	11.5%
29.14.C	Cyclanic, cyclenic and cyclotherpenic monocarboxylic acids	11.5%
29.14.D	Aromatic monocarboxylic acids:	
1	Benzoic acid, its salts and esters	21.5%
2	Benzoyl chloride	4.5%
3	Benzoyl peroxide	16%
4	Phenylacetic acid, its salts and esters	24%
5	Ortho-Toluic acid, its salts and esters	5%
6	Other aromatic monocarboxylic acids, their anhydrides, halides, peroxides and peracids; halogen, sulphonated halides, and nitrosated derivatives of aromatic monocarboxylic acids	11.5%
38.11.B	Other:	
1	Fungicides the active principles of which are copper inorganic salts, mercury salts, sulphur, thiocarbamates, thiourams and intermixtures of such products with other active principles: disinfectants, insecticides, fungicides, weed-killers, rat poisons, anti-sprouting products and similar products the active principles of which are arsenical compounds, inorganic fluorine salts, carbon sulphide, hydrocyanic acid and cyanides, mineral oils, dichlorodiphenyl-tricloroethane, paradichlorobenzene, hexachlorocyclohexane and its gamma isomer, polysulphides, 2-4 dichlorophenoxacetic acid, 0.0 dialkylphosphates and intermixtures of such products or with other active principles.	14%
2	Weed-killer other than those listed in tariff heading 38.11.B	1%
3	Other	6%
85.21	Electronic lamps, tubes and valves (cold and hot cathode or photocathode other than those listed in Heading 85.20), such as vacuum, vapour or gas-filled lamps, tubes, and valves (including mercury vapour rectifying tubes), cathode-ray tubes, tubes and valves for TV cameras, etc; photo-cells, mounted piezo-electric crystals, diodes, transistors, similar semiconductor devices, and similar electronic microcircuits:	
85.21.A	Photomultiplier tubes with a photocathode producing a current of at leat 10 microamperes per lumen and of an average amplification of more than 105 or with any other electric multiplier system activated by positive ions, intended for use with the radiation-detection instruments falling within sub-heading 90.28.B	1%
85.21.B	Accelerating and focusing tubes for use in mass spectographs and spectrometers	1%
85.21.C	Intense electronic sources of positive ions intended for use with particle accelerators, mass spectrometers and other similar apparatus	1%
85.21.D	Cathode-ray tubes	29.5%
85.21.E	Other electronic lamps, tubes and valves:	
1	Photo-emitting cells	1%
2	Other:	
a	weighing 100 grams or less	28% with a minimum of 14 Ptas unit
b	Other	28%
85.21.F	Photo-cells	1%
85.21.G	Mounted piezo-electric crystals	17%
85.21.H	Diodes, transistors and similar semiconductor devices	23.5% with a minimum of 11.7 Ptas unit
85.21.I	Electronic microcircuits:	
1	Integrated monolithic circuits	1%
2	Other	23.5%
85.21.J	Parts and spares	1%

EDB ext. 462/471/472/473

CAPITAL GOODS: The Spanish *State Gazette*, August 9, 1973, announced the following additions, extensions and modifications to the list of capital goods which may be imported at a concessional rate of 5 per cent—except tariff headings 84.17.G (1 per cent) and 87.03.C (10 per cent)—subject to the importer making application to the Spanish Minister of Commerce.

Tariff heading	Description	Valid until and during
ADDITIONS		
84.14.F	Automatic continuous multi-channel ovens for baking ceramic tiles and slabs unstacked, with feed over steatite rollers or reciprocating rollers, including loading and unloading equipment	August 8, 1974
84.17.G	Automatic continuous driers for fast (under 60') drying and unloading equipment	August 8, 1974
84.22.G.4	Intermediate transporter between tile/slabforming presses and continuous driers, with automatic pick-up, burring and cropping and synchro-operating pusher.	August 8, 1974
84.22.I	Automatic machine for loading (unstacked) of ceramic slabs on refractory trays within containers.	August 8, 1974
84.22.I	Personnel/load-lifting/carrying platform equipment, with rotating telescopic column suspended from movable chariot on rails or elevated beams.	August 8, 1975
84.33.L	Automatic machine for production of window-envelopes from cut-out sheets, with printing, window-cutting and sticking, cutting and placing of transparent pieces (sic), flap-glueing and drying, interior glueing and folding	August 8, 1975

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Tariff heading	Description	Valid until and during
84.40.F	Machine for the production of carpeting by sticking warp (sic) threads on to a pre-made woven base	August 8, 1975
84.45.C.6	Centre-less grinders, over 10,000 kg	August 8, 1975
84.45.C.9	Vertical presses for cams for forging, weighing over 120 tons	August 8, 1975
84.45.C.10	Sheetbending rollers, with table length over 3,000 mm and hydraulically-operated upper cylinder of diameter over 900 mm, including electrical and hydraulic driving systems.	August 8, 1975
84.45.C.16	Automatic machine for shaping hinge-leaves from blanks by rolling, milling, countersinking and centering	August 8. 1975
84.56.E	Special automatic hydraulic presses for the production of ceramic tiles or slabs, including hydraulic power plant and electronic controls	August 8. 1974
84.56.E	Machine for the production by compression and vibration of tubular concrete shapes	August 8, 1975
84.56.E	Automatic horizontal moulding machine, for continuous or intermittent production of sand moulds (without moulding box), with automatic sand-measuring and automatic positioning of core	August 8, 1975
84.56.E	Automatic hot/vertical-moulding machines for concrete walls over 3 × 9,m	August 8, 1975
84.56.E	Automatic repeating vibration-moulding machine, for hollow concrete units over 1 × 6 m for grooves, including transporter units and hot-smithing chamber	August 8, 1975
84.59.K	Automatic high-vacuum evaporating apparatus for optical treatment, with electronic gun and optical measuring system for thickness control	August 8, 1975
85.01.C.3	Static thyristor converters (medium frequency) output power above 50 kW	August 8, 1975
85.11.A.2.b.3	Machines for annealing steel tube welds by MF induction, output over 500 kW	August 8, 1975
85.11.A.2.C	Automatic continuous multi-channel furnaces for baking ceramic tile or slab biscuits, cycle under 4 hours	August 8, 1974
84.11.B.2	Machine for lengthwise welding of metal tubes by internal resistance generated at the weld edge by sliding contacts applying RF currents above 250 kW	August 8, 1975
85.11.B.2	Apparatus for radio-frequency induction welding, output above 450 kW	August 8, 1975
87. 02. B.3.b	Special cross-country vehicles with 2-plane articulated inseparable chassis and auto-load equipment, designed for transport of three-trunks in forests.	August 8, 1975
87.07.A.2	Stacking trucks for heights above 7 m and load capacity over 800 kg	August 8, 1973
90.28.C.7	One-piece or modular apparatus for chemical or clinical analysis, fully automated from placing of sample to numerical or graphic result	August 8, 1975
EXTENSIONS		
84.40.F	Cylinder or stencil machine for screen-printing textiles in different colours with automatic cloth feed	August 8, 1975
84.45.C.6	Automatic grinders for outside surface of levers and similar shapes, copying from special patterns through swinging workholders	August 8, 1975
84.45.C.8.b	Generating gear-tooth-planers with racked tool	August 8, 1975
84.59.K	Closed-chamber internal mixers for rubber, of volume over 200 litres	August 8, 1975
84.59.K	Extruding machines, single head and double body	August 8, 1975
84.59.K	Automatic machines for complete wrapping and reinforcing of tyre-cases, including twin-drum production of radial tyres	August 8, 1975
87.03.C	Crane-trucks with lifting power of 70 tons or more and working reach over 3.5 m	August 8, 1975
MODIFICATIONS		
85.01.A.2.b	Rotary frequency convertors with vertical axis and	
85.01.A.3	air/water cooled, power over 300 kW	August 8, 1975

EDB ext. 462/471/472/473

HOME COMPENSATION TAX SUSPENSIONS. The Spanish *State Gazette*, September 17, 1973, announced the suspension of Home Compensation Tax Levy until December 16, 1973, on the following:

Tariff no.	Description
ex 01.04.A.2	Live lambs
ex 02.01.A.3.a	Chilled lamb meat
ex 02.01.A.3.b	Frozen lamb meat
07.01.B	Garlic
07.01.C	Onions
07.01.D	Tomatoes
07.01.E	French beans
07.01.F	Peas
12.01.B.3	Soya beans
ex 12.02.B	Other: of soya
15.07.A.2.a.7	Crude sunflower seed oil
15,07.A.2.b.7	Refined sunflower seed oil
ex 23.04.B	Other: of soya

Ethyl alcohol: The Spanish *State Gazette*, September 17, 1973, announced the suspension of import duty until December 18, 1973, on ethyl alcohol (synthesis) and alcohol made of sugar beet and cane molasses, tariff heading 22.08.A.

EDB ext. 462/471/472/473

IMPORT DUTY SUSPENSIONS: The Spanish *State Gazette*, September 17, 1973, announced the suspension of import duty until December 16, 1973, on the following:

Tariff no.	Description
01.04.A.2	Live lambs
02.01.A.3.a	Chilled lamb meat
02.01.A.3.b	Frozen lamb meat
07.01.B	Garlic
07.01.C	Onions
07.01.D	Tomatoes
07.01.E	Franch beans
07.01.F	Peas
15.07.A.2.a.7	Crude sunflower seed oil
15.07.A.2.b.7	Refined sunflower seed oil

EDB ext. 462/471/472/473

Portugal

VEHICLE REGULATIONS: Portuguese *Diario do Governo* No. 195 published Decree Law 419/73 of August 21, 1973, amending the Road Traffic Code. Included in these amendments are details of revised dimensions and weights of vehicles. An unofficial translation of the new permitted sizes will be sent on request. **EDB ext. 460/461**

Switzerland

FOOT AND MOUTH DISEASE IN AUSTRIA—IMPORT BAN LIFTED: *Trade and Industry*, June 14, 1973 published details of Swiss Ordinance 2/73 which banned the import into Switzerland of hoofed animals and related products originating in or imported via Austria. The outbreak of foot and mouth disease in Austria is now over and this ban has been lifted with immediate effect by Ordinance 3/73 of August 27, 1973. No further information is available.

EDB ext. 460/461

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Federal Republic of Germany

COAL—CERTIFICATES OF ORIGIN: Under ECSC Recommendation of January 28, 1959, exports of coal or briquettes to the Federal German Republic from other Community countries must be accompanied by documentary evidence as to their place of origin. UK coal exporters are therefore requested to complete a Certificate of Origin for each coal shipment to the Federal German Republic. Copies of the certificate may be obtained from DTI, Coal Division, Thames House South, Millbank, London SW1 (Tel. 01-222 700 ext. 1264/1427).

Turkey

CUSTOMS TAX REDUCTION ON MOTOR VEHICLE TYRES AND TUBES: The Turkish Ministry of Industry and Technology has reduced the customs tax on all kinds of tyres and tubes, falling under heading 40.11 of the customs tariff list, from 40 per cent to 1 per cent provided that the goods are imported with the Ministry's specific permission. It is hoped that this move will alleviate the acute shortage of tyres and tubes on the domestic market.

EDB ext. 420/475

Iran

IMPORT OF FABRICS FOR NECKTIES AND RAINCOATS: The Iranian authorities have announced that, until further notice, the import of fabrics for neckties and raincoats falling under Brussels tariff numbers 51/04 and 56/07 do not require the prior approval of the Iranian Ministry of Economy. **EDB ext. 420/475**

Israel

CLEANING PRODUCTS—STANDARD QUANTITIES: The Israeli authorities have issued an amendment to the Commodities and Services (Control) (Standard Quantities of Commodities) Order, which affects the following goods:

Standard washing powder, synthetic washing powder, washing powder spray, detergent pastes, liquid detergent, soap flakes, textile shampoo, solid synthetic soap, toilet soap.

Copies of the order and the amendment are available on request.

EDB ext. 420/475

BATTERIES—MINIMUM IMPORT PRICE: The Israeli Ministry of Commerce and Industry has confirmed that in the absence of an anti-dumping law in Israel, imports of batteries are subject to a minimum price below which imports will not be allowed. The minimum prices for 1.5 volt dry cell batteries are:

	Price in US cents per unit cif
R-20 (UN-1-N UN-1-P)	10.25
R-20 (UN-2-P UN-2N)	8.16
R-15 (UN-3)	7.78

No further information is available. **EDB ext. 420/475**

Morocco

SUSPENSION OF DUTY ON HYDRAULIC CEMENTS: It was announced in the Moroccan *Official Bulletin*, September 5, 1973, that the import duty on hydraulic cements falling under Brussels number 25.23 has been suspended until December 1973.

EDB ext. 420/475

Ivory Coast

IMPORTATION OF INSECTICIDES: It has been announced that as from July 1, 1973 the importation into the Ivory Coast of insecticides (tariff position 38-11-B1) from countries other than the members of the European Economic Community is to be subject to an annual quota. **EDB ext. 473**

Ghana

IMPORT LICENSING: Notice to Importers No. 413—General Guide to Importers—Import Licensing procedures for the period January 1 to December 31, 1974, was published in the Ghana *Commercial and Industrial Bulletin*, September 14, 1973. Applications for specific import licences should have been submitted in duplicate by September 30, 1973. **EDB ext. 471/472/473**

Madagascar

NEW IMPORT REGULATIONS: Decree 73-047 of August 17, 1973, announced a revision of the customs tariff which includes increases in the import duties on certain goods.

Decree 73-240 of August 24, 1973, announced that the importation of all goods into Madagascar irrespective of their origin is now subject to import licensing within annual quotas. **EDB ext. 472**

South Africa

WHEATEN AND RYE PRODUCTS: Notice R.1655 in South African *Government Gazette*, September 14, 1973, carries details of amendments to the Foodstuffs, Cosmetics and Disinfectants Act 1972, concerning wheaten and rye products.

EDB ext. 471/472/473/462

CUSTOMS TARIFF APPLICATIONS: Customs Tariff Application List 606, published in the South African *Government Gazette*, September 28, 1973, contains an application to the Board of Trade and Industries for increase in duty on:

Certain flat plates, sheets and strip (excluding circles and tread plate), not coiled, of aluminium.

Certain board (including tiles) of mineral wool.

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

Any firm proposing to make independent representations to the South African authorities and requiring further information concerning the application should address inquiries to the Commercial Relations and Exports Department. **CRE ext. 5274**

Malaysia

CUSTOMS DUTIES: The Malaysian *Government Gazette* has published the following amendments to the Customs Duties Order 1968. The Customs Duties (Amendment) (No. 9) Order 1973 amends the First Schedule by substituting '25 per cent or 20 cts, whichever is the higher' for the figures and words '25 per cent or 40 cts whichever is the higher' appearing in column 4 against the following heading numbers:

51.04 120	51.04 190	51.04 210	51.04 290	51.04 410	51.04 490
51.04 520	51.04 590	51.04 610	51.04 690	51.04 910	51.04 990
53.11 110	53.11 190	53.11 210	53.11 290	53.11 910	53.11 990
56.07 112	56.07 119	56.07 121	56.07 129	56.07 191	56.07 199
56.07 212	56.07 219	56.07 221	56.07 229	56.07 291	56.07 299
58.04 310	58.04 390	58.04 411	58.04 419	58.04 421	58.04 429
58.04 491	58.04 499	58.04 511	58.04 519	58.04 521	58.04 529
58.04 591	58.04 599				

Iron and steel wire. The Malaysian *Government Gazette* has published the Customs Duties (Exemption) (Wire) Order 1973 which came into force on June 7, 1973 as follows:

All iron and steel wire falling under heading number 73.14.120 of close sectional dimension of 5.5 mm up to 6.5 mm is exempted from payment of import duty.

This order applies throughout the Federation.

EDB ext. 469/468/401

CUSTOMS DUTIES—PENANG: The Malaysian *Government Gazette* has published the Customs Duties (Penang) (Amendment) (No. 6) Order 1973, which amends the Schedule to the Customs

(continued on page 20)

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Duties (Penang) Order 1973—which lists goods on which customs duties are levied—by the deletion of the following heading numbers:

73.13 100	73.13 210	73.13 290	73.13 390	73.13 420	73.13 440
73.13 480	73.13 499	85.19 220	85.19 290	85.19 320	85.19 350
85.19 390	85.19 490				

EDB ext. 469/468/401

Nepal

FOODSTUFF (FIRST AMENDMENT) RULES 1973: The Nepalese *Gazette*, June 11, 1973, published the Foodstuff (First Amendment) Rules 1973 issued by the Ministry of Food, Agriculture and Irrigation. These are amendments to the foodstuff rules of 1970 which were framed in accordance with section 13 of the 1966 Food Act. The rules provided for the institution of the Food Standard Determination Board whose duty is to prescribe the limit within which the quality and quantity of foodstuffs in Nepal, whether imported, exported or transported, should be maintained. The 1970 food rules also provided for an inspectorate to carry out the provisions of the 1966 Act. Copies of the 1970 food rules and the Foodstuff (First Amendment) Rules 1973, which also lay down standards for certain foodstuffs and give details of permitted additives, are available. **EDB ext. 420/475**

Australia

REVOCATION OF DUMPING DUTY ON PHENOL FORMALDEHYDE MOULDING MATERIAL: The Department of Trade and Industry has been notified by the British High Commission in Canberra that the dumping duty on phenol formaldehyde moulding material (tariff item 39.01) has been discontinued from September 11, 1973. Ref. CRE 23536/4 **CRE ext. 5318/5319**

New Zealand

TARIFF AND DEVELOPMENT BOARD REPORTS—MIXED GASES, BOOT AND SHOE LASTS: Copies of the following New Zealand Tariff and Development Board reports are available from Commercial Relations and Exports Division:

Tariff no.	Description
ex 38.19.243	Mixed gases
39.07.399	Boot and shoe lasts
44.25.011	

Ref. CRE 1222/73 **CRE ext. 5321**

TARIFF AND DEVELOPMENT BOARD INTERIM REPORT—RADIO BROADCAST RECEIVERS: Copies of the New Zealand Tariff and Development Board interim report on radio broadcast receivers (tariff no. 85.15.101) are available from Commercial Relations and Exports Division: Ref. CRE 1176/72 **CRE ext. 5321**

United States

US IMPORT DATA: This notice supersedes previous announcements made about this item in *Trade and Industry* of September 20 and 27, 1973. The implementation of the new regulations affecting imported merchandise, which were to become effective on October 1, has been postponed by order of the US Tariff Commission. It is understood that the Tariff Commission will now publish details of their proposals to establish new regulations. There will then be a period of 30 days for interested parties to submit comments, followed by a public hearing. Further details will be published as and when they become available. **CRE ext. 5397**

Bolivia

CERTAIN TRACTORS PROHIBITED: Bolivian Supreme Decree 10892 prohibits, from November 30, 1973, the importation of wheeled agricultural tractors of 40 to 112 hp, similar to those made in the country. **EDB ext. 474/476/7312**

Ecuador

WHEAT FREE OF DUTY: Supreme Decree 859 makes the following amendment to the Ecuadorean tariff:

		Duty	
Tariff no.	Description	Ad. val.	Specific
10.01.00.01	Wheat	Free	Free

EDB ext. 474/476/7312

OATS DUTY-FREE FOR ONE YEAR: Ecuadorean Supreme Decree 1020 lowers the rate of duty on the following goods for one year as follows:

		Duties		
Tariff no.	Description		Ad. val.	Specific
10.04.00.01	Oats	Until July 31, 1974	Free	—
		From August 1, 1974	20%	—
11.02.03.01	Dehusked oats	Until July 31, 1974	Free	—
		From August 1, 1974	20%	—

EDB ext. 474/476/7312

CIGARETTE AND ALCOHOLIC DRINK ADVERTISING: Supreme Decree 965 regulates the advertising of cigarettes and alcoholic beverages throughout Ecuador. It also requires that all packets, cartons and packs of cigarettes, as well as all advertising and publicity material relating to them, carry a government health warning:

'Atencion: Fumar cigarillos es peligroso para su salud—Ministerio de Salud Publica del Ecuador.'

EDB ext. 474/476/7312

Argentina

SUSPENSION OF IMPORTS EXTENDED: Decree 1089, published in the Argentine *Boletin Oficial*, September 17, 1973, prolongs the extensions of the ban on imports provided for in decrees 3042 and 4134 until December 31, 1977, inclusive.

Decree 3042 of April 18, 1973, established that the ban on imports stipulated in Decree 7250/72 was extended for 180 days from April 23, 1973 (see *Trade and Industry*, May 24, 1973).

Decree 4134 of May 10, 1973, established that the ban on imports provided for in Decree 2118/71 and others amending and supplementing it, was extended for a period of one year from May 14, 1973 (see *Trade and Industry*, June 7, 1973).

EDB ext. 474/476/7312

Peru

PROHIBITIONS: Directoral Resolutions 1459-73-IC-DGI and 1231-73-IC-DGI add goods to the Peruvian National Register of Manufactured Goods. As a result these products can no longer be imported unless local industry fails to meet local demands as regards quality and quantity. Part of or all of the following goods are affected:

32.09	38.11	38.12	39.07	42.02	51.04	55.03	55.05	55.08	55.09	56.05	56.07
60.05	62.03	64.05	67.02	73.21	82.03	83.05	84.54	84.61	85.16	85.19	87.06
90.01	90.03	98.12									

EDB ext. 474/476/7312

Jamaica

EXPORT INDUSTRIES ENCOURAGEMENT LAW—EXERCISE BARS: Upholstered exercise bars have been declared 'approved products' for the purpose of the Export Industries Encouragement Law 1956. A notice that consideration was being given to designate these products appeared in *Trade and Industry*, July 19, 1973, page 191. Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica. **CRE ext. 3572**

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BRUSSELS: David K. Tosic, manager / H. Frank Vonderach, assistant manager / Shell Building / 60 Rue Ravenstein / 1000 Brussels, Belgium / 13.01.49 & 13.54.05 / Cable: MARPORT • LONDON: Kenneth L. Newton, manager / Moor House, 119 London Wall / London, England EC2Y 5ET / 01-638-8330 / Cable: BALTPORT

Trade Agreement between the EEC and Egypt

As reported in *Trade and Industry* of December 14, 1972, a Trade Agreement between the EEC and Egypt was concluded at the end of 1972. This Agreement, together with an Enlargement Protocol to it laying down the terms of its application to the new Member states, is expected to come into force on November 1, 1973. This article explains the basic features of the Agreement and Protocol, and the practical implications for exporters to and importers from Egypt. Advice for traders requiring more detailed information is given at the end.

The basic Agreement was concluded between the original members of the EEC (the Six) and Egypt. The Agreement is applicable only to the UK under the conditions and transitional arrangements laid down by the Enlargement Protocol.

Agreement between Egypt and the EEC (The Six)

The Agreement will run for five years from November 1, 1973, and covers trade alone. Its main provisions on imports into the EEC (The Six) from Egypt are:

a 45 per cent reduction in the Common Customs Tariff on November 1, rising to 55 per cent on January 1, 1974, on most industrial goods (within the limits of tariff quotas of 200,000 tonnes for petroleum products, and 2,500 tonnes for products under CCT heading 55.09);
tariff reductions on a number of agricultural products;
the elimination of quantitative restrictions on all industrial products, except those textile products covered by the GATT Long Term Agreement and certain petroleum products.

The main provisions on imports into Egypt from the EEC (the Six) are:

tariff reductions of 30 per cent on November 1, 1973, rising to 40 per cent on January 1, 1974, and 50 per cent on January 1, 1975, on a wide range of products;
a prohibition on new quantitative restrictions.

Only goods which meet the requirements of the rules of origin and consignment contained in this Agreement will qualify for preferential treatment. The Agreement also contains provisions concerning dumping, non-discrimination, safeguard measures, etc., similar in kind to those contained in other Mediterranean Agreements. A joint committee, consisting of representatives of the Member states and of Egypt, will supervise the implementation and administration of the Agreement.

EEC-Egypt Agreement: Enlargement Protocol

The Enlargement Protocol which will govern the conditions under which the provisions of the Agreement will apply to the UK, Ireland and Denmark, has the following principal elements in respect of the UK:

The tariff provisions of the Agreement will be phased in by the UK as fast and as far as can be done without treating Egypt more favourably than the UK treats the Six. This means, for example, that the first move by the UK (on November 1) towards the 55 per cent preference given by the Six on most industrial products, will be a reduction on 20 per cent of the full rate, the amount by which duties on imports from the Six were reduced by the UK on April 1, 1973. Further reductions of 20 per cent will be made on January 1, 1974, January 1, 1975, January 1, 1976, and July 1, 1977.
The UK will eliminate all quantitative restrictions on imports except those on textile products covered by the GATT Long Term Agreement.
The tariff quotas for petroleum products will be increased to 150,000 tonnes, and for products under tariff heading 55.09 to 650 tonnes.
Egypt will *eliminate the difference* between the duties charged on imports from the Six and duties charged on imports from the new Member States according to the following time-tables: from November 1, 1973—20 per cent; from January 1, 1974—40 per cent; and from January 1, 1975—100 per cent.

Origin rules

The rules of origin laid down in the origin Protocol are similar to those in other Mediterranean Agreements and in the Agreements with EFTA countries. These rules must be satisfied if preferential rates of duty are claimed, whether exporting to or importing from Egypt.

Under the rules laid down in the Agreement, goods acquire origin if they are 'wholly produced' or have been 'sufficiently transformed'. 'Sufficiently transformed' means processing sufficient to transfer any materials not originating in the EEC or Egypt, to a four-figure tariff heading other than the one in which they fell when imported. In some cases (set out in List A of the origin Protocol) change of tariff heading is not sufficient to confer origin; in other cases (set out in List B) processing which does not involve a change of tariff heading is sufficient to confer origin. The Agreement rules do not cover certain petroleum products (set out in

EUROPEAN COMMERCIAL LAW
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Members of the Schleswig Holstein Parliament being greeted in London last week by Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development. They were on a five-day visit to Britain to inform themselves more fully of the policies of their new EEC partners. Their particular interests were Parliament, regional policy (which was the subject of their discussions with Mr. Grant), agriculture, shipbuilding, and higher education.

List C). Arrangements for these products have been put to the Egyptian authorities.

Documentation

The origin and consignment conditions of entitlement to preferential treatment under the terms of the EEC/Egypt Agreement are described in Notice 818, which may be obtained from any Customs House or Office of a Collector of Customs and Excise in the United Kingdom, or from the Secretary, HM Customs and Excise, Room 357, King's Beam House, Mark Lane, London EC3R 7HE. Notice 818 also deals with the documentation (ie, movement certificate AET 1 and postal form AET 2), which will be needed to establish entitlement to preferential treatment for imported Egyptian goods and UK goods exported to Egypt.

Traders should note that there is provision for the retrospective issue of movement certificate for goods which satisfy the origin and consignment conditions, and which, having been exported prior to the operative date of the Agreement, are either *en route* to, or in a bonded warehouse or have otherwise not been entered for home consumption in the UK or Egypt on that date, ie, November 1, 1973. Goods in this category are eligible for preferential treatment if the movement certificates are presented to the importing Customs together with any necessary consignment evidence, before March 1, 1974. The procedure for the retrospective issue of movement certificates for United Kingdom exports to Egypt is described in Notice 818.

Inquiries

Inquiries arising from this article should be addressed to:

Department of Trade and Industry—Commercial Relations and Exports Division 4, 1 Victoria Street, London SW1 0ET(tel: 01-222 7877, exts. 5357, 5225 (general inquiries)); Overseas Tariffs and Regulations Section, Export Data Branch, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757, exts. 420, 475, 7100 (import duties, taxes, etc., on exports to Egypt), 408, 482, 7174 (import duties, taxes, etc., on imports from Egypt into EEC other than UK)); Tariff Division, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ (tel: 01-222 7877, exts. 5544, 3713 (imports into UK from Egypt), 5713 (origin rules) and 3626 (UK tariff import quotas)).

HM Customs and Excise—Adelaide House, London Bridge, London EC4R 9DB (tel: 01-626 1515, ext. 2165 (Customs documentation and procedure)).

'Britain and the EEC' and 'Preparing for Europe'

Two series of articles of importance to all businessmen, reprinted from 'Trade and Industry'.

'Britain and the EEC' is a continuing series and further articles have appeared in 'Trade and Industry' since the collected edition was published in revised form in September 1972. These are:

Company law provisions of the European Communities Act.

Europe for small firms: the first impact.

Anti-dumping and the EEC.

Fair competition in the EEC: notification of restrictive agreements.

The articles in 'Preparing for Europe' show how British firms in a cross-section of industries have geared themselves for the enlarged European Community.

Copies of 'Britain and the EEC', 'Preparing for Europe' and individual articles can be obtained free of charge from: EEC Information Unit, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET. Tel: 01-222 7877 ext. 3591.

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New EC legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is now published in English and copies may be obtained from HMSO. Information about the items listed, in so far as exports are concerned, is available from Department of Trade and Industry, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

COMMON AGRICULTURAL POLICY: The texts of the following Regulations, Directive and Notice which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

General. Regulation (EEC) 2543/73 amending Regulation 129 on the value of the unit of account and the exchange rates to be applied for the purposes of the Common Agricultural Policy. (*Official Journal* L263, September 19, 1973)

Regulation (EEC) 2544/73 on the exchange rate to be applied in agriculture for the Dutch guilder. (*Official Journal* L263, September 19, 1973)

Animal feedstuffs. Directive 73/275/EEC modifying the Annexes to Directive 70/524/EEC on additives in feedingstuffs. (*Official Joutnal* L254, September 11, 1973)

Cereals and rice. Regulation (EEC) 2495/73 authorising Denmark to abolish the component for the protection of the processing industry as regards certain products. (*Official Journal* L257, September 14, 1973)

Regulation (EEC) 2496/73 amending Regulation (EEC) 2049/73 laying down general rules concerning the components designed to ensure, within the cereals and rice sectors, the protection of the processing industry as regards trade within the Community for the 1973/74 marketing year. (*Official Journal* L257, September 14, 1973)

Regulation (EEC) 2552/73 amending Regulation (EEC) 2048/73 establishing, for the 1973/74 marketing season, certain marketing centres and the derived intervention prices applicable therein. (*Official Journal* L264, September 20, 1973)

Milk and milk products. Regulation (EEC) 2500/73 on the advance fixing of refunds and the period of validity of export certificates for milk and milk products. (*Official Journal* L258, September 14, 1973)

Regulation (EEC) 2536/73 amending Annex IV to Regulation (EEC) 1579/70 laying down special conditions for the export of certain cheeses to Spain. (*Official Journal* L262, September 19, 1973)

Oils, fats and oilseeds. Regulation (EEC) 2507/73 amending the closing date for the submission of the declaration of areas of cotton seeds sown for the marketing year 1973/74. (*Official Journal* L259, September 15, 1973)

Flax and hemp. Regulation (EEC) 2508/73 amending the closing date for the submission of the declaration of areas of flax or hemp sown for the marketing year 1973/74. (*Official Journal* L259, September 15, 1973)

Wines. List of quality wines produced in specified regions of the Community published in accordance with Article 3 (2) of Regulation (EEC) 2247/73 on the control of quality wines produced in specified regions. (*Official Journal* C74, September 18, 1973)

Cattle, beef and veal. Regulation (EEC) 2522/73 completing Regulation (EEC) 1821/73 as regards the reference dates determined by Member States for the purpose of granting premiums in the beef and veal sector. (*Official Journal* L261, September 18, 1973)

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry*, February 15, 1973, contained a notice about a number of Regulations setting up tariff quotas and opening tariff preferences for certain products originating in developing countries for the period January 1 to December 31, 1973. The texts of the following Regulations reimposing the Common Customs Tariff duties on certain of these products have been published in the *Official Journal of the European Communities*:

EEC information—Inquiry points at Customs and Excise headquarters

General inquiries on EEC matters which are the concern of HM Customs and Excise may be made to the following telephone extensions:

HM Customs and Excise, King's Beam House, 39-41 Mark Lane, London EC3R 7HE Tel: 01-626 1515

		Ext.
Community Transit	European Communities Division—Unit 1	2561/2565
	General inquiries	
	traders A-F	2263
	traders G-N	2561
	traders O-Z	2263
European Communities—general inquiries	European Communities Division—Unit 3	3055
EEC Free Trade Agreements with EFTA countries	International Division —Unit 2	2385/2165
EEC Mediterranean agreements, Anglo-Danish free trade arrangements	International Division —Unit 3	2165
Anglo-Irish Free Trade Agreement, Channel Islands, Isle of Man	International Division —Unit 3	2504
Compensatory levies	Import Duties— Section 8	2375/2343 2143/2174
Copies of articles on customs preferences, public notices and customs forms on EEC matters	General Services Division—Unit 4	3079/2069

CCT no.	Description of goods	Country of origin	Full rate of duty payable from	Tariff quota or preference set up by Reg. No.
Regulation (EEC) 2537/73				
70.05	Unworked drawn or blown glass (including flashed glass), in rectangles	Yugoslavia	September 22, 1973	2762/72

(*Official Journal* L262, September 19, 1973)

EEC Trade Agreements with Tunisia and Morocco: duty reductions revoked

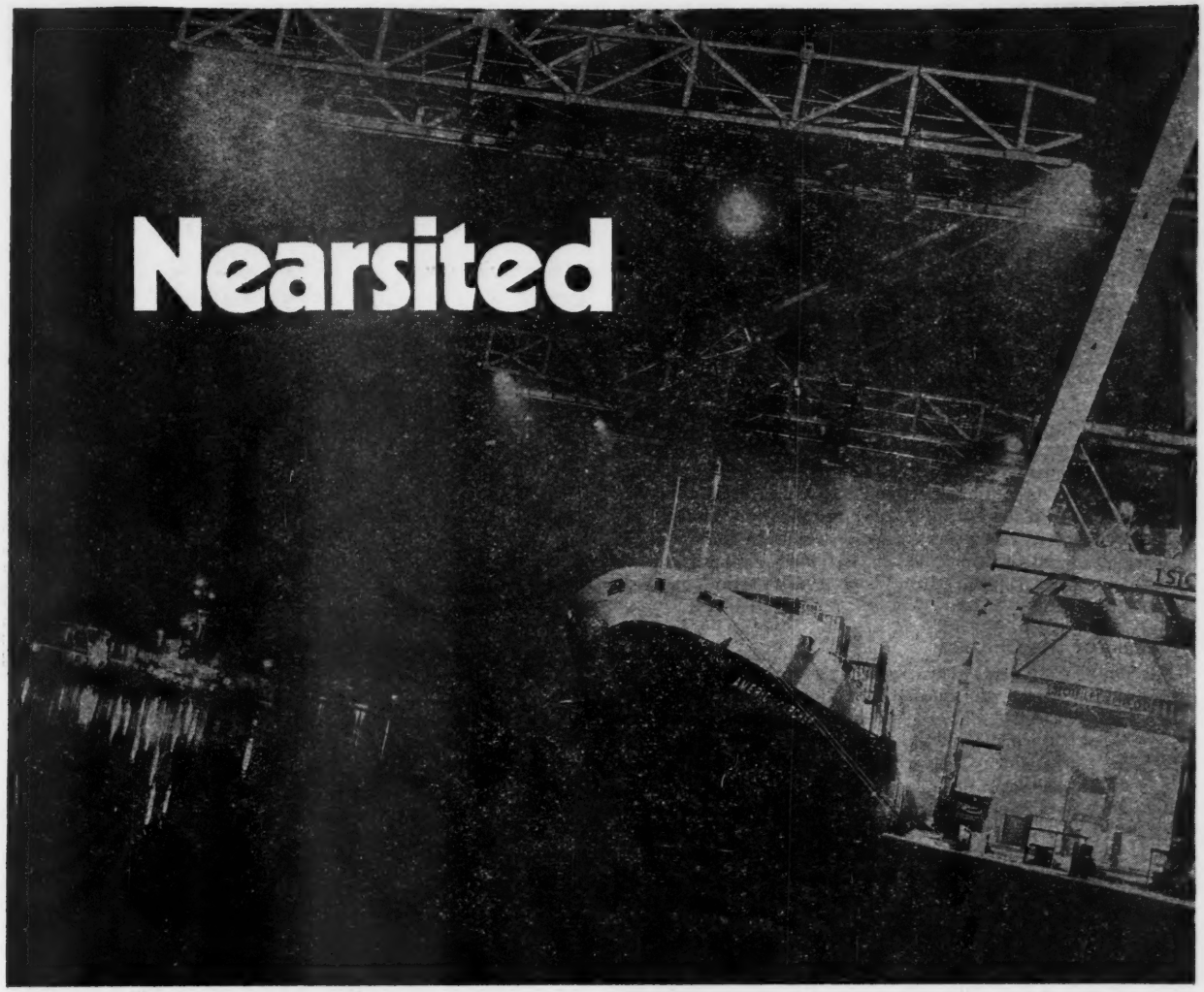
Morocco and Tunisia have unexpectedly failed to ratify the Protocols adapting their preferential Trade Agreements with the EEC to take account of the enlargement of the Community. Duty reductions on imports from these countries which were to come into effect on October 1 have accordingly been revoked. They will be reinstated when the Protocols are finally ratified.

EEC/Mediterranean: enlargement Protocols

Contrary to the information given in the article on the Association Agreements between the EEC and Morocco and Tunisia (*Trade and Industry*, September 13, 1973 page 547) the enlargement Protocol to these Agreements will now *not come into force until January 1, 1974*. This means that for the remainder of 1973 the UK on the one hand and Morocco and Tunisia on the other hand will continue to apply third country treatment to each other.

The enlargement Protocols and the Turkey and Egypt Agreements are expected to come into force in November 1973. For information relating to Turkey see *Trade and Industry*, August 30, 1973, page 450. An article on the Egypt Agreement and Protocol appears on page 21 of this issue.

The enlargement Protocol for the Lebanon Agreement will not enter into force until January 1, 1974.



The location of a new factory is probably the most significant single factor, because it controls so many other important functions such as distribution and the proximity to docks, airports, motorways, the availability of local labour and housing and amenities for them.

Every Lyon estate is sited by experts who consider all these factors and indeed many more, looking into the future by examining plans for roads, housing estates, local transport, and a thousand other details.

When you call in Lyon to help you decide on your future factory/warehouse operations you enlist the services of the Lyon Planning and Advisory Unit, a team of professional experts, including legal and financial executives, town planners, civil engineers, site surveyors, O & M men, materials handling experts, and many others who will take care of all your worries and make your business development plain sailing.

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54 Castle St., Edinburgh EH2 3LX. 031-226 7541 Telex 727183

Minister opens Small Firms Information Centre in Birmingham

A SMALL Firms Information Centre was opened in Birmingham on September 28 by Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, who has special Ministerial responsibility for small firms.

Speaking at the opening, Mr. Grant said: 'It is time to shift the odds back in favour of small firms.' He added that he was especially glad to welcome to the opening Mr. John Bolton, whose Committee of Inquiry on Small Firms had drawn attention, in their excellent report, to many of the disabilities small firms had suffered in the past, and particularly to the lack of a sign-posting service such as this. They also saw it as a two-way channel of communication between small business and Government itself, to remedy the lack of grass-roots intelligence which had previously been such a serious handicap to both sides.

Purpose of the Centres

Mr. Grant continued: 'This new Information Centre will give signposting help on all aspects of business; on management, financial, technical and official matters. It will provide owners and staff of all small firms with a single regional point of reference to give quick and confidential advice on sources of information. The aim is to provide small firms, and we are not dogmatic about a definition, with a simple route to specialised help from the multiplicity of private and public sources of assistance. It is especially valuable that the Centres will be able to discuss any unusual inquiry with the whole of the Government machine.

'Great importance is attached to establishing and maintaining cordial relations with chambers of commerce, chambers of trade, educational establishments, libraries, productivity associations, and accountancy, financial and legal services, and since their appointment, the staff of the Centre have already established contact with more than 120 such local organisations.

'The staff of the Centre are already well known to many of those present—the manager, Cyril Jewkes, has served in this Region for 25 years; the deputy manager is Gareth Feldon, assisted by Martin Morris. They have been recruited on the basis of their wide experience, including service in DTI Regional Offices, and have all been given special training.

Sources of advice

'An information bank consisting of several thousand entries on sources of advice will provide the back-bone of the service. Each Centre, drawing on local sources of information and advice, will develop its own regional supplement—available, if required, to other Centres. A wide range of literature is also available from the Centre on subjects of general and specific interest to the small businessman. A series of pamphlets will be available, including some about starting up on one's own, for the Centres to issue on demand.

'There will be no need to write letters to the Centre—it will operate largely by telephone for speed and convenience. A "Freefone" service permits anyone to make a call free of charge from anywhere in the Region.'

In welcoming representatives of industry, education and local organisations, Mr. Grant said that he was particularly pleased to see the President and Director of the Birmingham Chamber of Commerce and Industry present. 'I know the Regional Director, Mr. Sutton, is proud of the close working relationship which he and his staff have with the Chamber and we in London know the excellent work it does. It gave very helpful and sophisticated evidence to Bolton and has given the Department's Small Firms Division both formal and informal assistance since. Managers have instructions to refer to chambers and other trade and representative bodies any inquiries with which they can help. If the inquirer is not a member perhaps this will encourage him to join.

Staff of the Birmingham Small Firms Information Centre in their new office—Mr. Cyril Jewkes, manager (seated); Mr. Gareth Feldon, deputy manager (right); and Mr. Martin Morris, receptionist.

'There will, however, be many occasions in which the specialised knowledge of the Small Firms Centre, backed up by the great resources on which we can call throughout Government, will be able to work where others cannot. We have written to several thousand organisations and individuals to find out what they do specially for small firms and, perhaps more important, whether they are interested in helping them. All this information is available to anyone who chooses to pick up a telephone and ring his nearest Centre.

'The Centre premises will be available for appropriate functions, such as a meeting place for groups of small businessmen, and for display of items of interest to small firms, which local organisations can also use.

'I look forward to hearing that the Centre has been inundated with inquiries following the example of the Newcastle Centre which is being kept busy by inquirers,' concluded the Minister.

The Birmingham Centre is the second of 10 to be opened in cities throughout Britain before the end of the year. The centres will offer a free signposting service to small firms and people wishing to set up in business, to assist them in finding the right sources of advice for their problems.

The Birmingham Centre is at 53 Stephenson Street, Birmingham B2 4XJ. It serves the five counties of Herefordshire, Shropshire, Staffordshire, Warwickshire and Worcestershire.

Official appointments

MR. Peter Walker, Secretary of State for Trade and Industry, has authorised the following appointments:

Mrs. P. D. Roussel, of Lincoln, to be a member of the East Midlands Electricity Consultative Council.

The re-appointment of Mr. R. M. Bradburn as chairman of the North Western Gas Consumers' Council until March 31, 1974. He will be succeeded by the present deputy chairman, Mr. J. T. Machowitz. Mr. Machowitz is managing director of W. H. Smith (Electrical Engineers) Ltd., Manchester. He has been a member of the North Western Gas Consumers' Council since 1969 and its deputy chairman since 1971.

To maintain growth: the challenge

—Mr. Christopher Chataway

'THIS is our best opportunity in a generation for breaking out of the low performance economy,' said Mr. Christopher Chataway, Minister for Industrial Development, when addressing the annual conference of the Institute of Purchasing and Supply at Eastbourne on September 27.

'There can be no doubt,' he said, 'about the economic gap that would yawn between us and some of our European neighbours if the Sixties were to go on repeating themselves. There can be little doubt either that expectations in this country will be much influenced by living standards in Europe. Extensive improvements there in education, pensions and the environment will produce demands for similar progress here.

'The Government is surely right, therefore, to place at the centre of its strategy the achievement of a higher rate of economic growth for Britain in the Seventies. Since the middle of 1971 the economy has been set upon a path of faster growth. There are a number of good solid reasons for believing that this more rapid progress is sustainable:

'we have removed from ourselves the enormous handicap of exclusion from the Common Market;
'we have equipped ourselves over recent years with a tax system, with investment incentives, and in the DTI with an instrument of Government more effectively directed to growth than ever before;
'third, and perhaps most fundamental, we are, I believe, just about through our end-of-Empire period with all the thankless tasks and the painful adjustments that went with it.

'Against this background it would be ridiculous to be mesmerised into a resigned fatalism by the economists' graphs. The evidence from other countries surely contradicts the theory, advanced by some, that a nation's underlying growth rate is somehow pre-determined over long periods of time.

'With two years of expansion behind us, with rising investment and sharply improving investment intentions, with growth that is increasingly export led, we have our best opportunity in a generation of breaking out of the low performance economy.'

Official welcome for Gas Corporation plans

MR. Gordon Campbell, Secretary of State for Scotland, has welcomed the announcement by the British Gas Corporation of a £170 million plan for the Frigg gas field, as a further stage in the harnessing of North Sea oil and gas energy resources which will be of benefit to Scotland and Britain as a whole. It will enable the North East of Scotland, the Moray Firth area, and the South West to receive natural gas supplies earlier than previously planned, with consequent benefits to industry and to the domestic customer. It will also contribute to the security of Scottish natural gas supplies.

The British Gas Corporation have announced the intention to construct a natural gas transmission pipeline system to bring the gas into the national network. The Frigg gas field can eventually provide up to 40 per cent of Britain's present gas requirements. The pipeline system will be laid along a route yet to be selected from a landing point near St. Fergus, Aberdeenshire, to Armadale, where gas will be fed into the existing grid, and thence to Carlisle and Preston. The first stage of the development is scheduled for completion in late 1975 to early 1976.

Consultations on the routing of the pipeline system and the location of compressor stations and other above-ground installations are now taking place with local planning authorities and other interested parties.

Proposed merger—British Match and Wilkinson Sword

SIR Geoffrey Howe, Minister for Trade and Consumer Affairs, has received the Report of the Monopolies Commission on the proposed merger between British Match Corporation Ltd. and Wilkinson Sword Ltd. and accepts its conclusion that the merger does not operate, and may not be expected to operate, against the public interest.

The Commission's full Report will be published as soon as possible.

In the light of the Commission's Report, the Department of Trade and Industry will be revoking the Restriction of Merger (No. 2) Order 1973 made on June 29, 1973 in order to impose a standstill, pending completion of the Commission's Report, on any acquisition by British Match or its subsidiaries of shares of Wilkinson Sword which would or might result in the latter becoming a subsidiary of British Match.

Lamson Paragon Ltd.

FOLLOWING their examination of the quarterly report submitted by Lamson Paragon Ltd., the Price Commission discussed with the company its profit margin. The introduction of VAT concentrated the company's business in the first half of 1973 causing its reference level to be exceeded. The company subsequently agreed with the Commission that it would from October 1 voluntarily reduce the current list prices of stock computer stationery by 5 per cent. The position will be further examined in the light of the company's next quarterly report.

New references to Monopolies Commission: building bricks, flour and bread

SIR Geoffrey Howe, Minister for Trade and Consumer Affairs, asked the Monopolies Commission on October 1 to investigate and report on the supply within Great Britain of building bricks.

The reference to the Monopolies Commission on the supply in the United Kingdom of flour and bread, which the Minister announced on July 13, was also sent to the Commission on October 1.

Clearance of merger proposals by DTI

THE Department of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed merger between the following companies:

Legal and General Assurance Society Ltd. and The Cavendish Land Co. Ltd.

UCB (Investments) Ltd. and British Sidac Ltd.

N.E.L.D.C.++++
TOMORROWS INDUSTRY CHOOSES THE NORTH EAST LANCASHIRE INTERMEDIATE DEVELOPMENT AREA FOR ITS EXPANSION++ A WIDE RANGE OF FIRMS WITH HIGHLY TECHNICAL PROCESSES HAVE ALREADY SUCCESSFULLY ESTABLISHED THEMSELVES IN THE AREA++++
IF YOU ARE A TOMORROWS FIRM AND WISH TO LEARN SOMETHING TO YOUR ADVANTAGE,CONTACT: ++ BOB CHILDES, INDUSTRIAL DEVELOPMENT OFFICER, NORTH EAST LANCASHIRE DEVELOPMENT COMMITTEE, TOWN HALL, PADIHAM, LANCASHIRE++++ TELEPHONE PADIHAM 71557/73005.++++++
N.E.L.D.C.++++ N.E.L.D.C+++ N.E.L.D.C.++++

Sir Geoffrey Howe on new consumer credit law

SIR Geoffrey Howe, Minister for Trade and Consumer Affairs, said that the White Paper on Consumer Credit was 'the blueprint for a radical reform of the law on private borrowing'.

He said: 'The Government aims to give the consumer adequate protection consistent with modern needs, in all types of credit transaction. At the same time we shall free the credit industry itself from outdated and unnecessary restrictions.

'A comprehensive Consumer Credit Bill will be introduced in Parliament as soon as possible. This will sweep away existing laws —there are several regulating private borrowing—which are prohibitive, inefficient, unfair and quite simply, old-fashioned.

'Credit advertising will be strictly regulated. The consumer will have to be given a lot more information in an advertisement than he usually gets now. For example, he must be told, clearly and not in the small print, just how much the loan is going to cost him both in cash and percentage per annum terms.

'There are many other ways in which the new measure will give added protection to the borrower; such as when he falls behind with his repayments, or when he re-mortgages his house to raise money. It will protect his relatives if he dies before completing his repayments, and it will protect a person who guarantees the repayment of a loan made to somebody else. Lenders will in future be liable for the quality of goods supplied on credit when they have a business link with the seller.

'We think it is unfair to penalise the borrower who repays a loan sooner than he needs to, so the new measure will lay down a rate of rebate for early settlement. Doorstep canvassing of loans will be banned and so will the mass mailing of credit cards. Where a loan agreement is signed in his own home, the borrower will have the right to cancel it within a limited period and without penalty to himself.

'This is a big step forward for both borrowers and lenders. It represents a further advance in the Government's plans to increase the all-round protection available to the consumers.'

Reducing the rate of inflation

ADDRESSING the Institute of Purchasing and Supply Conference in Eastbourne on September 29, Sir Arthur Cockfield, Chairman of the Price Commission, dealt with the contribution his Commission is making towards combatting inflation. Referring to applications for permission to increase prices, Sir Arthur said that, by withdrawals and rejections, increases applied for were reduced by more than one-third, and in the months of June and July when withdrawals were at a height, the reduction was almost one-half.

'This has saved the consumer—I use the term "consumer" in the widest sense—more than £320 million. If one takes into account the indirect effects due to competition holding prices down elsewhere, the saving must in total be much bigger than this. This is a very significant contribution to reducing the rate of inflation.'

Later Sir Arthur referred to the trend in prices. He said: 'There is a clear slowing down in the rate of increase in retail prices. In April—the month immediately preceding Stage 2—the retail price index increased by 1.9 percentage points; in May the increase was 0.7 per cent; in June 0.5 per cent; in July 0.4 per cent, and in August the increase was 0.3 per cent.

'The main factor has been the fall in seasonal food prices. But equally of course this was the main factor which had been pushing prices up earlier on. It is equally true, as the Prime Minister has said, that the fall in seasonal food prices is due to the fine summer and the Government (he said) could claim no credit for that. But credit or no credit I think we are entitled to take satisfaction in falling food prices just as much as we take satisfaction in a fine summer.

'The wholesale price index—which presents a rather closer parallel with the field covered by the Price Commission—has since April shown a fairly steady increase at a rate of about 1 per cent a month, or some 12 per cent or 13 per cent per annum.

'This I think a pretty satisfactory outcome, particularly in the light of the immense rise in commodity prices and in raw material costs.

'We have ourselves carried out a statistical exercise to try to assess the rate of price increase in the field directly covered by the Price Commission. I will not describe the methods used as these are explained in our first Report.

'What matters is the result: and this indicates that in the field covered by the Commission prices have been rising at a rate of somewhat less than 0.6 per cent a month or 7 per cent per annum. This is a significantly smaller rate of increase than that which has occurred in the wholesale price index.

'While we can take some satisfaction in the results which have been achieved there are still very considerable problems ahead. There is still no sign of a break in commodity prices generally nor of any fall in material costs. Indeed the rises which have already occurred have not yet been fully reflected in prices. So we still have a difficult time ahead,' concluded Sir Arthur.

Design Council annual report

THE Design Council's annual report (Design Council, 28 Haymarket, London SW1Y 4SU; price 35p including post and packing) covering the year ended March 31, 1973, reaffirms the Council's 'long held conviction that design is without exaggeration at the very heart of the matter, whether one thinks in idealistic terms of the quality of life or in more immediate terms of sheer economic survival.

'Britain's entry into Europe can only sharpen this conviction,' continues the report. 'At the same time it reinforces the Council's determination not only to maintain its own position as Europe's premier organisation for promoting better design, but also to exert ever increasing pressure on British industry to upgrade the whole design process, thereby enhancing both the status of the designer and the nation's competitive edge.'

During the year under review the Design Council made good progress towards preparing a programme of engineering activities which would enable a real impact to be made once an increased grant-in-aid was made available. Largely developed by Mr. Hugh Conway, a deputy chairman of the Council, the programme comprises seven main features: visiting advisory services; a survey of sources of engineering design expertise; periodical publications; exhibitions; courses and conferences; annual awards; and general promotion through press, radio, television and films. By using existing funds some of these activities were started during 1972/73 and the full programme is now proceeding, following an increase announced by the Government in May of £175,000 in the Council's grant to bring it to a total of £870,000 for 1973/74.

Other points from the report:

A joint working party with the Engineering Industry Training Board was set up to see what action could be taken to promote successful engineering innovation within the UK. The working party held three meetings during the year and concluded that, since many expensive failures of innovative work are due more to blindness of management than to lack of necessary technical skills, a programme of conferences and seminars should be planned to show how the management of innovation could be improved.

During the year an experiment was initiated to evaluate the proposal to provide technical assistance to British engineering companies as a means of improving the design of their products. 'Preliminary results of the experiment showed that on the whole industry welcomed the assistance that had been given, and was specially glad of the "diagnostic" role which the field officer was able to fulfil.'

Price Commission applications

FROM the beginning of Stage 2 up to September 21, the Price Commission received 891 applications for price increases from 147 pre-notifying concerns. The Commission has dealt with 719 cases of which about a third were either rejected outright (53 cases) or were withdrawn after scrutiny by the Commission (174 cases). Applications which were approved in a reduced form numbered 189 and 303 cases were approved in full. The number of applications outstanding on September 21 was 172.

Price Commission decisions

THE Price Commission have considered applications for price increases on non-food products from Category 1 companies. Three applications were rejected and one lapsed without being approved. Of those allowed, six were on consumer goods, and the rest on commercial and industrial products.

REJECTIONS

The Price Commission have rejected the following:

British Rail Shipping and International Division: An application for price increases in the internal shipping services of the British Railways Board. The application, for increases equivalent to a weighted average of 2.85 per cent, has been rejected on the ground that they have not been calculated in accordance with the Price Code and that consequently, the Commission have not been able to satisfy themselves that the increases are justified.

Purnell and Sons Ltd.: An application to increase by 3.75 per cent the prices charged for printing in relation to certain work of a contractual nature. The Price Commission were not satisfied that the net profit margin reference level of The British Printing Corporation Ltd., of which the applicant company is a subsidiary, would not be exceeded.

James A. Jobling Ltd.: An application to increase the price of their industrial and consumer glassware by 4 per cent under the investment provisions of the Code. The Commission were not satisfied that the increase was necessary to ensure productive investment.

LAPSED

The following application lapsed without being approved:

Penguin Books Ltd. (a subsidiary of S. Pearson and Son): To increase by an average of 6.24 per cent the price of reprints of books.

APPROVALS

The increases below have been allowed on the grounds of higher allowable costs, mainly of labour and raw materials, except for one case, which was allowed under the loss-making provisions of the Code.

Associated Newspapers Group Ltd. (National Newspapers Division): Approximate average price increases for the Daily Mail display and classified advertising rates of 11 per cent and 12½ per cent respectively. The increases have been allowed under the loss-making provisions of the Code.

Ford Motor Co. Ltd.: An average of 7.04 per cent on the company's range of vehicles and accessories. Increases on individual cars will range from £53.48 for the cheapest Escort to £242.51 for the Granada GXL. The revised prices of some cars also include increases for changes in specification.

Richmond Gas Stoves Ltd. (a subsidiary of Tube Investments Ltd.): An average of 5 per cent on gas cookers and associated spares, due to increased costs of labour and materials, particularly steel.

Wilson and Mathieson Ltd. (a subsidiary of Tube Investments Ltd.): An average of 5 per cent on gas cookers and associated spares, due to increased costs of labour and materials, particularly steel.

Ascot Gas Water Heaters Ltd. (a subsidiary of Tube Investments Ltd.): An average of 7.7 per cent on instantaneous gas water heaters, circulators and associated components and spares, due to increased costs of labour and materials, mainly steel, copper and brass.

Glynwed Baths Ltd.: An average of 2.85 per cent over the range of cast-iron sanitary ware produced by this company. This is due mainly to the higher cost of materials.

James Hayes and Sons Ltd. (a subsidiary of J. Lyons and Co.): An average of 4.58 per cent over the range of linen-hire and contract laundry services provided by this company. This is due mainly to the higher costs of labour and materials.

Petters Ltd. (Hawker Siddeley Group): 6.34 per cent on engines, refrigerator units, generating sets, marine sets, spares and service, mainly due to increased costs of materials (particularly steel and copper) and of labour.

British Screw Co. Ltd. (a subsidiary of Guest Keen and Nettlefolds Ltd.): An average of 4.9 per cent on various types of fasteners within a range of 2.8 per cent and 8.5 per cent, mainly due to the increased cost of steel and labour.

Frederick Mountford (Birmingham) Ltd. (a subsidiary of Guest Keen and Nettlefolds Ltd.): An average of 7.31 per cent on corrosion-resistant fasteners within a range of 6 per cent and 10 per cent, mainly due to the increased cost of steel and labour.

Thomas Haddon and Stokes Ltd. (a subsidiary of Guest Keen and Nettlefolds Ltd.): An average of 10.85 per cent on non-ferrous screws, nuts and washers, due almost entirely to the increased cost of brass which has risen by 20 per cent (brass wire) and 30 per cent (brass strip) between May and July 1973.

Girling Ltd. (a subsidiary of Joseph Lucas (Industries) Ltd.): 4.34 per cent over the range of braking, actuation and suspension products for the automotive industry and for sale through service outlets. This is due mainly to higher costs of labour, steel, copper, tinplate, felt and other materials.

Engineering Components Ltd. (a subsidiary of Turner and Newall Ltd.): 8.09 per cent over the range of gaskets, joints, seals and materials for the automotive industry and for the replacement market. This is due mainly to higher costs of rubber, friction materials, castings and other materials.

Wiggins Teape Ltd. (a subsidiary of BAT): An average of 3.97 per cent over the range of paper and pulp products, due to increased costs of materials, mainly imported pulp.

Bowater UK Paper Company: Newsprint: 4.43 per cent, mainly due to increased costs of imported pulp. Packaging papers: An average of 5.22 per cent over the range, due to increased costs of materials, principally UK pulpwood and waste paper. Paper and board products: An average of 3.41 per cent over the product range due to increased costs of imported pulp.

Bartol Plastics Ltd. (a subsidiary of Hepworth Ceramic Holdings Ltd.): 4.37 per cent on manufactured waste extrusions, and waste, soil and rainwater fittings, due to the rise in cost of raw material. The increase is less than that applied for.

Sub Postmaster Agencies: The Price Commission have allowed an average increase of 9.1 per cent in respect of remuneration to sub-postmasters acting as agents of the Post Office. This is justified by increases in allowable costs, particularly wages to assistants, rents and rates.

Applications from the following companies have been considered by the Price Commission, whose decisions are shown below. The following increases are averages across the range of products concerned:

Bakers' and similar flours, per sack of 280-lb.: Associated British Foods Ltd. 69p; **RHM Flour Mills Ltd.** 65p; **Spillers-French Milling Ltd.** 75p.

Bread: Associated British Foods Ltd. 5.07 per cent (modified); **RHM Bakeries Ltd.** 6.23 per cent; **Spillers-French Baking Ltd.** 7.35 per cent. The Price Commission does not control retail prices for individual products but it notes that the likely consequential increase in the retail price of the standard 28-oz loaf will be one half-penny.

Biscuit and other soft flours, per sack of 280-lb: Associated British Foods Ltd. 49p; **RHM Flour Mills Ltd.** £1; **Spillers-French Milling Ltd.** £1.63 (modified).

Pre-packed or household flours: Retail packs—RHM Foods Ltd. 12.75 per cent; **Spillers Foods Ltd.** 11.68 per cent. **Bulk sales—Associated British Foods Ltd.** 87p per sack of 280-lb (modified). The increases for the above four categories result mainly from higher costs of imported and home produced wheat. Where shown as modified the increases are lower than those applied for.

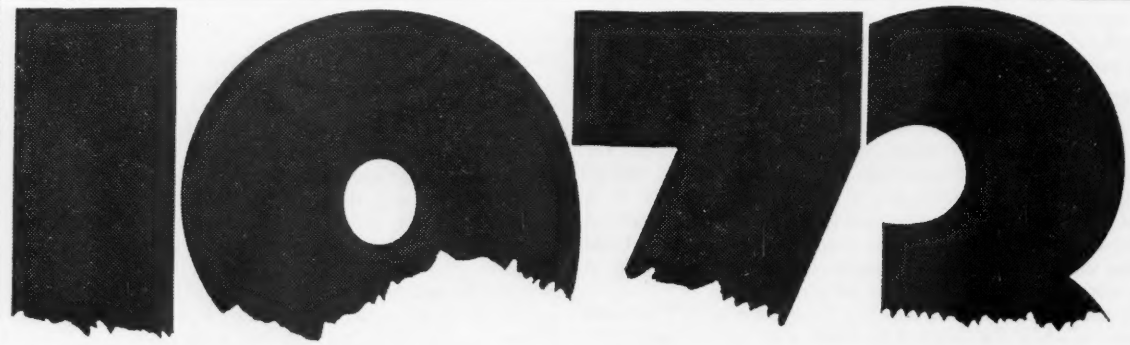
Frozen foods manufactured by Findus Ltd.: 5.05 per cent and 3.71 per cent over the range of consumer and catering packs respectively, due mainly to higher costs of fish and vegetables.

Biscuits manufactured by Associated Biscuits Ltd.: 5.4 per cent to be applied on selected lines, due to higher costs of raw materials, particularly flour, fats and chocolate. The increases take effect from October 8.

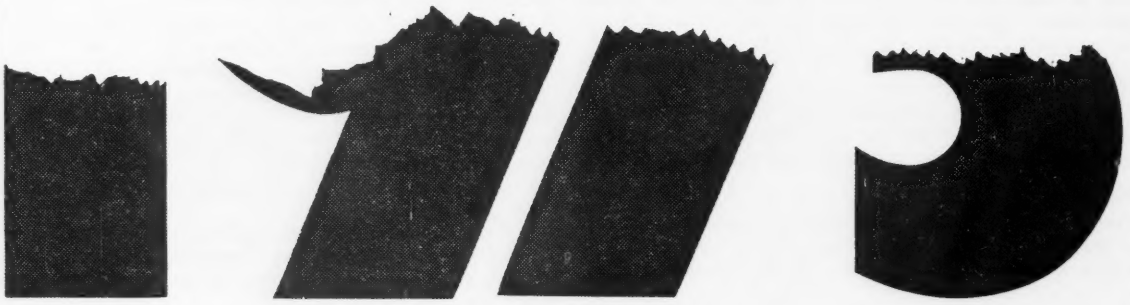
Evaporated milk manufactured by Carnation Foods Co. Ltd.: 18p per case, due mainly to higher costs of raw materials, particularly milk, and packing costs, with effect from October 22.

Fat fortified animal feed powders manufactured by the Milk Marketing Board: Increases of between £24.9 and £54.8 per ton depending upon grade. These increases, which are lower than those applied for, are mainly due to the higher cost of raw materials, particularly skimmed milk and beef dripping.

Animal feedingstuffs manufactured by Nitrovit Ltd.: £4.19 per ton, due to higher costs of imported and home produced raw materials.



Interim Report - first half year



Insurance operations

☐ New pension premiums at £13m exceed exceptionally high figure last year (£12.8m)

☐ New ordinary life premiums are up 51% at £5.9m (£3.9m)

☐ General insurance written premiums are up 20% to a record £21.2m (£17.6m)

Underwriting

☐ Claims experience shows an improvement over same period last year

Prospects for the year

☐ Satisfactory rates of growth in the half-year figures give every expectation of the full-year results showing a very productive and profitable picture

Interim dividend

☐ An interim dividend of 1.50p per share has been declared, payable on 4 January 1974. With the tax credit of 0.643p per share this is equivalent to 2.143p (1972:2p)

Legal & General
Assurance Society Limited

Local government reorganisation should benefit tourism

—Mr. Christopher Chataway

'It is a sign of the times that the Act setting up the new local authorities provides them all with specific powers in relation to tourism and there is no doubt that this reorganisation will have important consequences for the industry,' said Mr. Christopher Chataway, Minister for Industrial Development, in London last week. Mr. Chataway was addressing a conference of the English Tourist Board on 'Tourism and Local Government after reorganisation'.

The Minister continued: 'The old financial restrictions on what authorities can do in the promotional field will be swept away, and there will be a specific reference to encouraging and providing recreational facilities for visitors.

More opportunities

'The main factor affecting tourism is not the new powers but the new pattern of local authority organisation itself. Reorganisation can offer, for example, an opportunity to deploy a wider range of administrative resources to tourism. In some areas, where benefits can be obtained by joint use of facilities for tourism and for local leisure purposes, there may be better opportunities for bringing together at the administrative level all the authorities various responsibilities in these fields to produce a co-ordinated approach to future developments.

'Even more important, however, is the fact that reorganisation will bring together in many cases, under one authority, areas with very different traditional attitudes to tourism. Resorts, which have long recognized tourism as a vital part of their economic life, may find themselves linked to areas where the local residents view tourism with indifference—or possible hostility. A long-established spa may find itself part of an area where industry, rather than tourism is the main preoccupation.

Mr. Christopher Chataway, Minister for Industrial Development (right), with Sir Mark Henig, chairman of the English Tourist Board, photographed at the conference in London last week on 'Tourism and Local Government after Reorganisation.'

Tremendous potential

'This prospect has, I know, caused misgivings in many areas. It is a sensitive issue, but this fusion of areas with different viewpoints has tremendous potential for the future of tourism. It can stimulate a fresh look at the question of what tourism can do for the local economy; a thorough stocktaking of the combined assets of the area, and a critical look at the benefits and the costs, both social and economic, of developing and marketing these assets. It can lead to important decisions about where future development should take place and where it should not.'

Regarding the industry's future organisation, Mr. Chataway said: 'We may well be moving into a period when the key word in tourism will be "management"—more attention to the management of physical resources and more emphasis in promotional work on demand management.

'The greater resources and areas of responsibility of the new local authorities have obvious advantages when it comes to this sort of approach. But to make the right decisions about the role that tourism can play in a given area and to succeed in finding and developing the most suitable markets local authorities will need a wide range of information and expert advice. This is a job for the experts in the tourist boards, and the fact that the Government finances this work indicates the importance we attach to adopting a professional approach.'

Continued growth of textile industry

—Mr. Christopher Chataway

Speaking at the Annual Dinner of the Liverpool Cotton Association Ltd., at the Adelphi Hotel, Liverpool on September 28, Mr. Christopher Chataway, Minister for Industrial Development, said:

'Despite the unprecedented heights to which cotton prices have recently risen, world demand continues at a high level. In the UK, not only the consumption of cotton by the textile industry, but also that of man-made fibres and wool is running at a rate more than 20 per cent greater than in 1972. Generally both the UK and world textile markets are extremely buoyant. All our producers of man-made fibres have responded to the increase in demand and production has been significantly raised. Deliveries to the main consuming industries and direct exports have each been increased. It is gratifying to note, too, that exports of cotton and woollen cloth, and cotton and spun man-made fibre yarn have also improved. In many sectors production is limited by shortages of capacity or labour. It is not surprising therefore but nevertheless welcome that the decline in the industry's labour force has slowed almost to a halt.

'All this has given the cotton and allied textile industry great confidence in its future and has led to the investment of large sums in expansion programmes and machinery. It is notable that Courtaulds in particular have a programme of investment involving £300 million over the next three to four years aimed ultimately at sales in excess of £1,000 million per annum. Other firms have also committed substantial sums to investment. I am confident that the entry of the United Kingdom into the Common Market will be increasingly beneficial to the home industry in general and will enable it to maintain this strong growth.

'The world demand for cotton is unfortunately not without its problems and I share the Association's concern over the growing tendency to disregard the sanctity of internationally recognised contracts. The Government is firmly behind the Association on this issue and will continue to make the strongest representations to the countries concerned'.

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Committee to study reorganisation of pilotage

WITH the approval of the Minister for Aerospace and Shipping, Mr. Michael Heseltine, a steering committee has been set up to study marine pilotage in the United Kingdom. The terms of reference of the Steering Committee on Pilotage are:

'To consider what needs to be done to effect improvements in safety and efficiency of pilotage including administration and organisation; to consider which parts of the Pilotage Act 1913 need revision, and to formulate proposals for any new legislative provisions and organisational arrangements which may be considered necessary.'

In its work the Committee will bear in mind the need:

to maintain, or improve, the quality of the service;
to ensure the safety of all personnel and ships;
to set up machinery to deal with conditions of service, pay, etc., and methods of providing the necessary funds;
to consider the role of any central body, including its relationship with the Department of Trade and Industry, in framing legislation, including subordinate legislation;
within any integrated system to leave the responsibility for day-to-day pilotage administration to be dealt with locally;
to secure value for money.

The Steering Committee is composed of 15 members representing the United Kingdom Pilots' Association, Transport and General Workers' Union, Chamber of Shipping of the United Kingdom, Association of Pilotage Authorities of the United Kingdom, Trinity House, British Ports Association and the National Ports Council. The Chairman is Mr. J. N. Archer, Under-Secretary, Marine Division of the Department of Trade and Industry. In addition there are two assessors; one from the Ports Division of the Department of the Environment and another from Marine Division, Department of Trade and Industry, which also provides the secretariat.

At its first meeting last month the members of the Steering Committee agreed to form two groups to facilitate their work. One group, committee 1, chaired by Mr. D. M. Robinson, a shipowner and Chairman of the Pilotage Committee of the Chamber of Shipping, will deal mainly with organisational matters. The other group, committee 2, chaired by Mr. F. Berry, a serving pilot and Vice-President and Chairman of the Executive Committee of the United Kingdom Pilots' Association, will initially examine existing legislation and suggest ways in which this may be changed to meet present day and future conditions.

The membership of both committees will, apart from the chairman, be flexible so as to allow committee members to contribute fully to any subject discussed. Each group will report to the Steering Committee at regular intervals between now and the spring of 1974, when it is hoped to complete the study, and make recommendations for future action.

The committees plan to make fact-finding visits of about two days each to a number of areas, including Tees/Tyne, Clyde and Forth, Bristol Channel, Humber, Mersey, Thames, Northern Ireland and Southampton and the Isle of Wight. Committee 1 will be visiting the Tees/Tyne area on October 11-12 and Clyde and Forth on November 7-9. Arrangements will also be made to visit and obtain views of a number of the smaller pilotage districts.

Europe to go ahead on spacelab development for NASA

THE Memorandum of Understanding between the US National Aeronautics and Space Administration and the European Space Research Organisation, whereby Europe will develop the £130 million Spacelab for the US post-Apollo shuttle programme, was signed in Washington on September 24 by Dr. James C. Fletcher, Administrator of NASA, and Dr. Alexander Hocker, Director General of ESRO. Also present at the ceremony were M. Charles Hanin, Belgian Minister of Scientific Planning and Policy, who is Chairman of the European Space Conference, M. Maurice Levy, Chairman of the ESRO Council, and the ambassadors of the countries concerned.

The signing of the Memorandum concludes the agreement which was reached by European Ministers at Brussels on July 31 for the future of European space which was afterwards described by Mr. Michael Heseltine, the UK Minister for Aerospace and Shipping, as 'one of the greatest European industrial developments yet to have been achieved'. Under this agreement, Germany, France and Britain agreed to subscribe the major share of the cost of Spacelab, the L3S launcher, and a new maritime communications satellite respectively, with other countries making smaller contributions, and a few countries still to decide on their scale of support.

The final discussions on the contributions were held by officials last month in Paris. A number of countries, notably Italy, who were not ready to commit themselves to the project in July have now done so. Germany, France and Britain each agreed to guarantee any remaining deficit on the project in which they have the major interest. The way has been cleared for the setting up of the new European Space Agency on April 1, 1974, to absorb the functions of ESRO and of the rump of ELDO. The new ESA will have the task of integrating national programmes into European programmes.

Mr. Christopher Chataway, Minister for Industrial Development, was host at a reception at Lancaster House, London, last week for delegates to the first European congress on tribology, Eurotrib '73, held at the headquarters of the Institution of Electrical Engineers. The congress was organised by the Institution of Mechanical Engineers and four other British and four European societies and was chaired by Dr. H. Peter Jost, chairman of the DTI Committee on Tribology. Over 400 delegates from 20 countries were present. The pictures, taken at the Government reception, show (from the left) Mr. Gilbert A. Hunt, chairman of the DTI Committee for Industrial Technologies and chairman of Chrysler (UK) Ltd.; Mr. Chataway; Dr. David Tabor, of Cambridge University, winner of the 1972 tribology gold medal awarded by the Institution of Mechanical Engineers; Dr. W. Roberts, manager of the National Centre of Tribology, Risley; Professor Harmen Blok, of the Technical University, Delft, Holland, 1973 tribology gold medallist; and Dr. Jost.

Mr. Cranley Onslow, Parliamentary Under-Secretary of State for Aerospace and Shipping (centre), who hosted the Consultative Shipping Group ministerial conference, seen with Herr Karl Wittrock, Federal Republic of Germany (left), and Dr. Orestes Yakas, Greece.

Ministerial conference on shipping

MR. Cranley Onslow, Parliamentary Under Secretary of State for Aerospace and Shipping, was host at a conference held in Lancaster House, London on September 27 and 28 of Ministers and senior government officials responsible for shipping in countries of the Consultative Shipping Group. This is an informal association of Governments formed in the early 1960s to discuss matters of common interest in international shipping. The Group at present includes Belgium, Denmark, Finland, France, the Federal Republic of Germany, Greece, Italy, Japan, the Netherlands, Norway, Spain, Sweden and the United Kingdom. The last CSG Ministerial meeting took place in Tokyo in 1971.

The London conference, attendance at which was limited to delegates taking part, provided an opportunity for an exchange of views on various aspects of economic shipping policy.

During the meeting delegations discussed various questions of shipping policy, including liner conferences and problems facing international shipping in connection with the continuing spread of flag preference, and received deputations from their shipowners and shippers.

A useful exchange of views took place. Delegations reaffirmed their view that a universally acceptable world code of conduct for liner conferences was desirable, and that it should be based on non-discriminatory principles; in this connection they welcomed the UN conference to be held in November on a code for liner conferences. There was general agreement that officials should undertake studies on a number of subjects, including proposals put forward by the Swedish and Dutch delegations, in the light of all the views expressed at the meeting, and report back to Ministers as soon as possible. There was also agreement that a further meeting would be useful in 1974.

More jobs for Wales

THE Secretary of State for Wales, Mr. Peter Thomas, has announced that the Department of Trade and Industry's vacant 36,000 sq. ft. factory at Penygroes, Caernarvonshire, has been allocated to the Premier Aluminium Casting Co. Ltd. of Walsall, Staffordshire. The company is a wholly-owned subsidiary of Barton and Sons Ltd., Netherton, Dudley, Worcestershire, whose tube and foundry division produces steel tubes, malleable iron castings, aluminium castings, and metal conduit fittings. About 50 jobs for men will be created initially and it is anticipated that a labour force of about 170 (150 men) will be required within three years at the Penygroes factory.

The Secretary of State for Wales has also announced that the DTI's recently completed 25,000 sq. ft. Abercarn No. 3 Advance Factory at Croespenmaen has been allocated to the Bifurcated and Tubular Rivet Co. Ltd., a wholly owned subsidiary of Bifurcated Engineering Ltd. The company is based in Aylesbury and manufactures rivets, cold-formed parts and rivet setting machines; it is a long established business and has the major share of the British market for the supply of rivets and rivet setting machines. The factory at Croespenmaen will be a satellite of the Aylesbury unit and eventually it is anticipated that 100 men will be employed there. Occupation of the factory is expected to take place shortly.

Local Employment Act Financial Advisory Committee dissolved

THE Department of Trade and Industry announce that the Local Employment Act Financial Advisory Committee (LEAFAC) was dissolved on September 30, 1973. LEAFAC was set up in April 1960 to make recommendations for certain forms of financial assistance under the Local Employment Act. Dissolution of LEAFAC was provided for in last year's Industry Act.

Since April 5, 1973, the members of the Committee had been Mr. S. Douglas (Chairman), Mr. W. T. Welch and Mr. D. J. Young.

The relevant schemes of assistance (loans and certain grants) under the Local Employment Act have been replaced by regional selective assistance and regional development grants under the Industry Act 1972.

Applications for investment grant

IN the notice regarding applications for investment grant published on page 495 of the issue of September 6, 1973 of *Trade and Industry* it is stated that firms contemplating applying for investment grant towards expenditure incurred on the production of prototypes must comply with all the requirements as to the making of applications by specified terminal dates. Special considerations may affect this type of application and if firms foresee difficulty in meeting these requirements they should seek guidance from the appropriate Regional Development Grants Office.

King & Co

Chartered Surveyors
1 Snow Hill, London, EC1
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Industrial and commercial property

The Register of Restrictive Trading Agreements (Restrictive Trade Practices Acts 1956 and 1968)

Additions and Amendments to the Register

A LIST of additions and amendments made to the alphabetical index to the Register of Restrictive Trading Agreements (Restrictive Trade Practices Acts 1956 and 1968) between July 1 and September 30, 1973, is given below; the amendments are shown in italics.

'D' and 'F' Agreements

Also given below, headed 'D' and 'F' Agreements, is a schedule which brings up to date at September 30, 1973, particulars of these agreements which have been determined or varied.

A full explanation of the basis on which these two lists have been compiled, and the meaning of the symbols used, was published in *Trade and Industry* (page 12) on January 4, 1973.

Agreements referred to the Restriction Practices Court

On April 10, 1959, there was published in the *Board of Trade Journal* (page 859) a list of all agreements in respect of which Notices of Reference (constituting formal commencement of proceedings before the Restrictive Practices Court) had been issued except those which had already been dealt with by the Court. Subsequent additions have been published at approximately quarterly intervals. Anyone who may be in a position to assist the Court with evidence from his own experience of results of any of these agreements which he thinks affect the public interest, is asked to communicate as early as possible with the Treasury Solicitor's Branch, Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London WC2A 1SP. The agreements shown in square brackets have been abandoned after the issue of a Notice of Reference.

Agreements not to be referred to the Restrictive Practices Court

The Secretary of State may, on the representation of the Registrar, give directions under Section 9(2) of the Act of 1968 discharging him, during their continuance in force, from the duty of referring an agreement to the Restrictive Practices Court. A further list is given below, headed as this paragraph is headed, of agreements in respect of which directions under that sub-section have been given and are in force. The agreements are indicated in the Index to the Register by the symbol 'B'. Although these agreements are already included in the above-mentioned list of additions and amendments, they are shown separately under this heading for the benefit of readers.

Inspection of the Register

The Register may be inspected between 10 a.m. and 4.30 p.m. on any weekday except Saturday and certain holidays at any of the following addresses:

Office of the Registrar of Restrictive Trading Agreements
Chancery House, Chancery Lane, London WC2A 1SP
9 Hope Street, Edinburgh EH2 4EL
64 Chichester Street, Belfast BT1 4JX.

The fee for inspecting the Register is 50p per day, but if fewer than five agreements are inspected, the fee is 10p for each agreement.

Indexes to the Register, one as published in *Trade and Industry* and one in which commodities are grouped by classes, may be inspected at these addresses free of charge.

ADDITIONS AND AMENDMENTS TO THE REGISTER

Registered No. of Agreements	Commodity				
	A				
789	Agricultural machinery	C 7/70	*delete*	F	*9/67*
	B				
3782	Bacon pigs				
	C				
3089	Canned goods, flowers, fruit, vegetables, Nottingham		*add*	B	*8/73*
3199	Centralographs, time recorders		*add*	E	*7/73*
3671	Cisterns	F 7/71	*add*	C	*5/73*
3776	Concrete, ready mixed				
3173	Cutlery		*add*	E	*6/73*
3174	Cutlery		*add*	E	*6/73*
3175	Cutlery, scissors		*add*	E	*6/73*
	D				
3262	Decorating materials, paint, wallcovering paints, wallpapers		*add*	B	*8/73*
3777	Domestic solid fuel				
	F				
1274	Fish		*add*	F	*7/73*
3738	Fish, Shetlands		*add*	D	*10/72*
	G				
237	Glass bulbs		*add*	B	*8/73*
238	Glass bulbs		*add*	B	*8/73*
	H				
3613	Heating and ventilating installation	E	*add*	C	*5/73*
3628	Heating and ventilating installation	E	*add*	C	*5/73*
3654	Heating and ventilating installation	E	*add*	C	*5/73*
2806	Hosiery		*add*	B	*8/73*
	L				
3596	Lampcaps		*add*	B	*8/73*
	M				
656	Magazines, periodicals	C 4/68, C 5/69, C 3/71	*add*	C	*5/73*
2811	Meat, Glasgow	C 3/64	*add*	D	*9/63*
3642	Music, printed		*add*	B	*8/73*
	N				
3240	Newspapers and periodicals, Exeter and district		*add*	D	*1/68*
	P				
1235	Paper bags		*add*	B	*8/73*
3154	Pitch		*add*	B	*8/73*
3748	Potatoes, Scotland				
3167	PVC Pressure pipes	D */69*	*add*	C	*12/72*
3731	PVC Pressure pipes	E */70*	*add*	C	*12/72*
3732	PVC Pressure pipes	D 1/72	*add*	C	*12/72*
3733	PVC Pressure pipes	D 2/72	*add*	C	*12/72*
	R				
1478	Raw cotton, Liverpool		*add*	D	*12/69*
	S				
3775	Slips				
1348	Structural steelwork				
	T				
3683	Telecommunication and electrical equipment		*add*	B	*8/73*
3784	Telephone exchange equipment				
3198	Time recorders		*add*	E	*7/73*
	V				
3533	Vacuum interrupters		*add*	B	*8/73*
	W				
1299	Woollen clothing		*add*	B	*8/73*

'D' AND 'F' AGREEMENTS

Registered No. of Agreements	Commodity	Area	D or F	Date
1274	Fish		F	July 1973
1478	Raw cotton	Liverpool	D	December 1969
2811	Meat	Glasgow	D	September 1963
3240	Newspapers and periodicals	Exeter and district	D	January 1968
3738	Fish	Shetlands	D	October 1972

AGREEMENTS NOT TO BE REFERRED TO THE RESTRICTIVE PRACTICES COURT

Registered No. of Agreements	Commodity
237	Glass bulbs
238	Glass bulbs
1235	Paper bags
1299	Woollen clothing
2806	Hosiery
3089	Canned goods, flowers, fruit, vegetables, Nottingham
3154	Pitch
3262	Decorating materials, paints, wallcovering paints, wallpapers
3533	Vacuum interrupters
3596	Lamp caps
3642	Music, printed
3683	Telecommunication and electrical equipment

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1971	1970	1970	1970	1970							
£m in base year		31,404	9,223	2,129	2,087	series in £ million				series in £ million		
1968	95	97	97	87	87	439	269	85	60	−271	−648	377
1969	97	98	98	93	92	416	320	42	13	444	−143	587
1970	99	100	100	100	100	257	175	68	−38	681	12	669
1971	100	103	101	92	101	19	−218	52	21	1,051	317	734
1972	102	109	102	83	111	−412	−498	28	22	83	−685	729
1971 1st qtr	98	100	100	96	97	114	10	14	−22	130	−62	192
2nd qtr	100	102	101	94	102	−103	−113	26	7	301	118	183
3rd qtr	101	103	101	92	105	−18	67	9	15	360	181	179
4th qtr	101	105	101	88	102	—	−47	3	21	260	80	180
1972 1st qtr	100	106	103	88	105	−136	−156	15	−9	73	−119	192
2nd qtr	102	108	102	84	110	−104	−145	−12	40	126	−50	176
3rd qtr	102	109	101	81	110	−187	−125	4	−8	−105	−284	179
4th qtr	104	111	102	81	118	−85	−72	22	−1	−11	−232	221
1973 1st qtr	108	114	109	87	123	248	168	18	52	−183	−363	180
2nd qtr	107	112	102	85	106	194	85	−14	152	−198 p	−396 p	198 p
% change latest 2 quarters:												
on prev. 2 quarters	+3.7	+2.7	+4.0	+6.8	+1.3							
on a year earlier	+5.9	+5.6	+3.3	+0.8	+7.4							

	Index of Industrial production		Personal expenditure		Prices and costs					Labour			Trade§	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices		Index of wholesale prices: all manufacturing industry		Basic hourly wage rates of manual workers (all industries and services)‡	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Exports	Imports
			at 1966 prices	monthly averages	Index‡	% increase on a year earlier	basic materials and fuel used‡	manufactured products: home sales‡		mid-month count	% of total employees	mid-month count	at current prices	
Base of index	1970	1970	1966		Jan 16, 1962		1970	1970	July 31, 1972				1963	1963
£m in base year			11,549	thousands						thousands		thousands	4,282	4,362
1969			102.4	82.3	131.8	5.4	95.0	93.4	71.1	531	2.3	200	165	165
1970			103.6	91.4	140.2	6.4	100.0	100.0	78.2	568	2.5	186	184	181
1971			103.8	108.5	153.4	9.4	104.6	109.0	88.5	737	3.2	129	205	195
1972			110.0	138.6	164.3	7.1	109.2	114.8	100.9	816	3.6	145	213	225
1971 2nd qtr	100 9	100.3	103.2	95	153.2	9.8	104.9	108.7	87.1	709	3.1	128	211	198
3rd qtr	100.6	99.4	104.4	116	155.3	10.1	105.6	110.3	89.4	772	3.4	119	214	194
4th qtr	100.4	99.0	106.9	132	157.3	9.2	104.8	110.8	92.1	832	3.7	118	210	200
1972 1st qtr	98.0	98.4	106.3	121	159.7	8.0	105.6	112.1	95.7	870	3.8	124	204	211
2nd qtr	102.7	101.3	108.5	143	162.7	6.2	106.1	113.5	97.7	835	3.7	135	216	216
3rd qtr	102.4	101.6	111.8	141	165.4	6.5	109.4	115.6	102.2	809	3.6	146	192	215
4th qtr	105.7	105.3	113.7	149	169.4	7.7	115.6	118.0	107.8	754	3.3	176	242	253
1973 1st qtr	109.8	109.8	117.1	145	172.4	8.0	126.0	119.5	108.8	665	2.9	229	246	275
2nd qtr	110.3	110.4	112.4	131	177.9	9.3	133.0 p	120.1 p	112.6	602	2.6	292	263	294
Nov	105.7	105.5	113.0	157	169.3	7.6	115.3	118.3	108.2	756	3.3	177	239	261
Dec	106.1	105.8	115.2	142	170.2	7.7	118.7	118.5	108.4	727	3.2	188	235	255
1973 Jan	107.9	106.9	114.2	154	171.3	7.7	122.7	119.0	108.4	703	3.1	201	243	261
Feb	110.3	110.7	117.1	146	172.4	7.9	126.0	119.6	108.9	660	2.9	238	252	269
Mar	111.2	111.8	119.4	136	173.4	8.2	129.4	120.0	109.5	630	2.8	254	243	295
Apr	109.7	109.5	111.1	125	176.7	9.2	130.5	118.8•	112.3	617	2.7	275	267	274
May	110.1	109.4	110.7	133	178.0	9.5	132.4	120.1	113.2	599	2.6	298	252	306
June	111.0	112.2	114.8	134	178.9	9.3	137.2	121.3	115.6	590	2.6	307	271	303
July	111.1	111.4	115.9	138	179.7	9.4	144.4	122.7	115.9	578	2.5	325	275	314
Aug					180.2	8.9	150.1	123.9	119.5	565	2.5	327	284	332
Sept										545 p	2.4 p	345 p		
% change latest 3 months:														
on prev. 3 months	+0.3	+0.3	−1.8	−0.4	+2.0		+10.0	+2.5	+4.7	−6.5		+13.8	+9.2	+ 8.4
on a year earlier	..	..	+3.4	−5.8	+9.2		+35.5	+6.8	+15.8	−30.4		+127.8	+44.6	+58.9

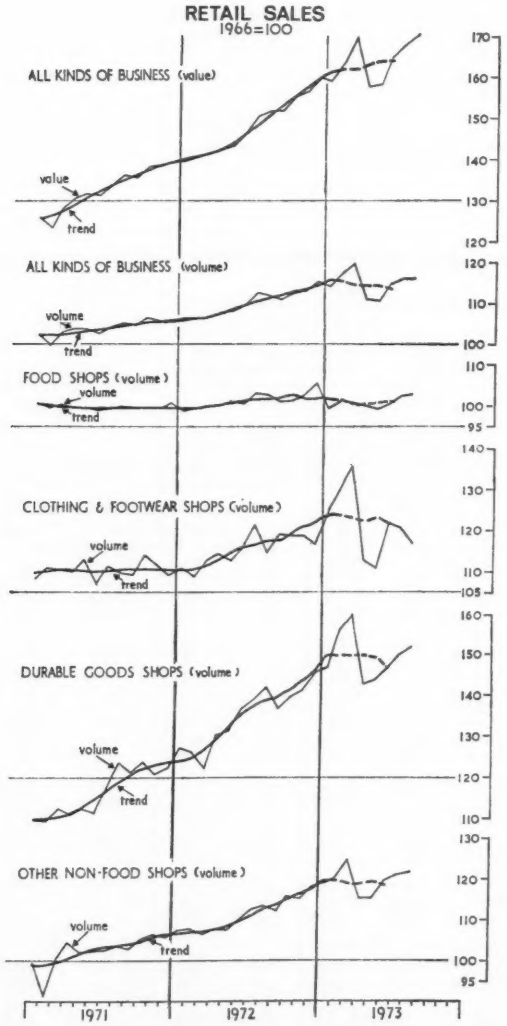
(‡) Not seasonally adjusted. (§) On a balance of payments basis. • After April, affected by changes due to VAT.

Retail sales in August

THE seasonally adjusted index of the volume of retail sales in August is 116.0 (1966 = 100), virtually the same as in July. In August there was a further, smaller rise in sales by food shops; sales by clothing and footwear shops fell back.

In the three months June to August, the average volume of sales was about ¾ per cent higher than the monthly average for the first five months of the year, which probably take in the full effects of pre-VAT spending. On the evidence of the movement in trade during the past three months it would appear that, while retail trade is relatively buoyant, there are no firm indications of a significant trend.

In the first eight months of 1973, the total volume of sales was 6 per cent higher than in the corresponding period of 1972. Over this period, sales by clothing and footwear shops were up by 7 per cent, sales by durable goods shops by 14 per cent, and sales by other non-food shops (which include department stores and mail-order businesses) by 10 per cent. Sales by food shops were little changed.



The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit. The best indication of the recent trend is normally obtained by comparing the average index for the latest three months with the average for the immediately preceding three months but month to month fluctuations may sometimes make it preferable to average two or four months.

The monthly periods consist of four weeks except those marked * which are of five weeks. The August 1973 sales period was the four weeks from July 29, 1973 to August 25, 1973. The corresponding period in 1972 was from July 30, 1972 to August 26, 1972.

(†) Including department stores and mail order businesses.

TABLE 1. VOLUME OF RETAIL SALES SEASONALLY ADJUSTED

Index numbers of sales per week (average 1966 prices) 1966 = 100

(Sales in 1966 £ million)	All kinds of business (11,549)	Food shops (5,016)	Non-food shops Total (6,533)	Clothing and footwear shops (1,771)	Durable goods shops (1,229)	Other non-food shops (†) (3,534)
1967	101.1	100.8	101.3	100	103	101
1968	103.1	101.4	104.4	104	109	103
1969	102.4	102.1	102.7	104	104	101
1970	103.6	101.8	104.9	108	107	103
1971	103.8	99.7	107.0	110	116	102
1972	110.0	101.3	116.8	115	135	111
1971 3rd quarter	104.4	99.5	108.2	110	121	103
4th quarter	105.9	100.0	110.4	111	122	106
1972 1st quarter	106.3	99.4	111.5	111	125	107
2nd quarter	108.5	100.5	114.7	114	133	108
3rd quarter	111.8	102.1	119.2	118	139	113
4th quarter	113.7	103.1	121.8	118	143	117
1973 1st quarter	117.1	100.3	130.0	130	154	121
2nd quarter	112.4	100.3	121.7	116	144	117
1972 June*	109.5	100.5	116.4	115	137	110
July	112.5	103.0	119.9	121	139	113
August	111.9	102.5	119.1	115	142	113
. . .						
1973 January	114.2	99.3	125.6	124	147	119
February	117.1	101.2	129.3	130	155	120
March*	119.4	100.5	134.0	135	159	124
April	111.1	100.0	119.5	113	142	115
May	110.7	99.3	119.5	111	143	115
June*	114.8	101.3	125.2	122	146	120
July	115.9	102.4	126.3	121	150	121
August	116.0	103.0	126.0	117	151	122
1973 March-May	114.2	100.0	125.1	121	149	119
June-August	115.5	102.2	125.8	120	149	121
Percentage increase	1.1	2.2	0.6	−1	–	2

TABLE 2. VALUE OF RETAIL SALES SEASONALLY ADJUSTED

Index numbers of value of sales per week (current prices) 1966 = 100

(Sales in 1966 £ million)	All kinds of business (11,549)	Food shops (5,016)	Non-food shops Total (6,533)	Clothing and footwear shops (1,771)	Durable goods shops (1,229)	Other non-food shops (†) (3,534)
1967	102.8	102.6	103.0	102	104	103
1968	109.1	107.5	110.3	108	114	110
1969	114.2	114.6	113.9	113	114	114
1970	122.2	121.0	123.2	123	125	123
1971	132.7	130.7	134.2	134	143	131
1972	148.6	142.3	153.3	150	170	149
1971 3rd quarter	135.1	132.7	137.0	135	150	134
4th quarter	138.7	135.7	141.0	138	152	138
1972 1st quarter	140.8	137.0	143.8	140	156	141
2nd quarter	144.2	138.3	148.7	147	165	144
3rd quarter	151.5	144.6	156.8	155	175	151
4th quarter	157.6	149.4	163.9	159	184	160
1973 1st quarter	164.9	150.8	175.6	177	199	167
2nd quarter	161.0	155.7	165.0	162	184	160
1972 June*	146.4	139.4	151.8	149	171	147
July	150.6	142.9	156.5	157	175	150
August	151.8	145.9	156.4	150	179	152
. . .						
1973 January	159.4	146.9	169.0	168	188	163
February	164.7	151.7	174.6	177	199	165
March*	169.4	153.3	181.7	185	208	171
April	158.0	154.0	161.1	156	180	157
May	158.8	154.9	161.9	156	182	158
June*	165.1	157.8	170.7	173	187	164
July	168.2	160.5	174.1	172	196	167
August	170.1	164.0	174.8	169	198	170
1973 March-May	162.6	154.0	169.3	167	191	163
June-August	167.6	160.5	173.0	171	193	167
Percentage increase	3.1	4.2	2.2	3	1	3

SYMBOLS USED IN ALL STATISTICAL TABLES

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

Review of statistics of the distributive trades

THE Department of Trade and Industry, and other Government Departments, have been reviewing the need for statistics of the distributive trades (retail trades, wholesale trades and motor trades), and have put forward, in a consultative note sent to a sample of interested organisations and other bodies, proposals for a possible new system in inquiries.

The main feature of the proposed new scheme is the introduction of an extended system of annual sample inquiries which will replace the existing large-scale full and sample censuses and other periodic benchmark inquiries. The range of topics to be covered in the new inquiries would, on present assessment, be broadly the same as now. The pattern of the monthly and quarterly inquiries would also be much the same as at present.

The working of the new system will be greatly facilitated by the availability of a much improved and up-dated register of businesses which will serve as a basis from which the annual, quarterly and monthly samples can be drawn. The register will be constructed from the VAT information which, under section 55 of the 1973 Finance Act, may be passed to the Business Statistics Office, and also from information currently available to the BSO as a result of inquiries already undertaken.

The consultative note was sent out at the end of September, and asked for views by the end of this year. Further information can be obtained by writing to Mr. A. D. Roy, Department of Trade and Industry, Room 260, 1 Victoria Street, London SW1H 0ET.

Hire purchase and other instalment credit business in August

NEW instalment credit advanced by retailers and finance houses in August amounted to £252 million in seasonally adjusted terms. Finance houses' lending, at £133 million, showed a considerable increase over the figures for the previous four months and was about the same as the monthly average for the first quarter of this year. Lending by retailers amounted to £119 million in August, continuing the upward trend of recent months but still a little below the January-March average.

Retailers' total sales on instalment credit in the latest three months June-August were the same as in the March-May period. Durable goods shops and department stores experienced slightly lower sales, 3 per cent and 2 per cent less respectively, than in the earlier three-monthly period. Other instalment credit retailers (mainly mail order houses) increased their sales in August bringing their total for June-August to 2 per cent more than between March and May.

The value of instalments owing to finance houses increased by £32 million in August and by £80 million overall between June and August compared with £76 million in the preceding three months. Instalments outstanding to retailers showed a very much smaller increase: £6 million in August and £24 million in the latest three months as a whole compared with £34 million in the March-May period. At the end of August the total debt outstanding to retailers and finance houses was £2,326 million (*not* seasonally adjusted), 25 per cent more than a year earlier.

TABLE 1. HIRE-PURCHASE AND OTHER INSTALMENT CREDIT BUSINESS SEASONALLY ADJUSTED

£ million

	Total		Finance Houses†		Retailers‡	
	New credit extended	Increase in debt	New credit extended	Increase in debt	New credit extended	Increase in debt
1969	1,587	−20	701	−21	886	1
1970	1,735	84	822	58	913	26
1971	2,053	240	990	165	1,063	75
1972	2,497	424	1,222	296	1,275	128
1971 3rd quarter	572	107	285	74	287	33
4th quarter	572	83	274	61	298	22
1972 1st quarter	575	87	273	57	302	30
2nd quarter	612	108	304	75	308	33
3rd quarter	640	123	309	75	331	48
4th quarter	670	106	336	89	334	17
1973 1st quarter	770	177	402	136	368	41
2nd quarter	666	78	329	53	337	25
1973 January	261	66	138	53	123	13
February	246	47	125	37	121	10
March	263	64	139	46	124	18
April	220	35	109	22	111	13
May	221	11	109	8	112	3
June	225	32	111	23	114	9
July	235	34	117	25	118	9
August	252	38	133	32	119	6
1973 Mar.-May	704	110	357	76	347	34
Jun.-Aug.	712	104	361	80	351	24
Percentage increase	1		1		1	
Debt outstanding at December 31, 1972 (unadjusted)	—	2,047	—	1,306	—	741

† Direct business only: ie excluding agreements block discounted with finance houses by retailers.
‡ Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnote to Table 2

TABLE 2. RETAILERS' INSTALMENT CREDIT SALES SEASONALLY ADJUSTED

Index numbers of value of sales per week (current prices) 1966 = 100

	Total†	Durable goods shops	Department stores	Other instalment credit retailers‡
H.P. and other instalment credit sales in 1966 §				
£ million	(862)	(327)	(46)	(489)
1969	111	100	113	117
1970	121	112	119	128
1971	134	138	138	131
1972	158	162	157	155
1971 3rd quarter	143	154	145	136
4th quarter	147	153	145	144
1972 1st quarter	149	151	152	148
2nd quarter	153	163	157	146
3rd quarter	164	167	164	162
4th quarter	165	166	155	166
1973 1st quarter	183	177	188	186
2nd quarter	168	159	176	173
1973 January	183	173	172	190
February	180	175	197	182
March*	185	183	196	185
April	166	159	172	170
May	168	158	178	174
June*	170	160	177	176
July	176	167	185	181
August	177	161	175	187
1973 Mar.-May av.	174	168	183	177
Jun.-Aug. av.	174	163	179	181
Percentage increase	—	−3	−2	2

† Durable goods shops, department stores and 'other instalment credit retailers'.
‡ General stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.
§ Excluding sales against checks issued by other organisations.
The monthly periods for retailers consists of four weeks except those marked * which are of five weeks. The period covered by August 1973 sales was the four weeks from July 29, 1973 to August 25, 1973. The corresponding period in 1972 was from July 30, 1972 to August 26, 1972.

Capital expenditure of the manufacturing, distributive and service industries in the second quarter of 1973

Manufacturing industry

MANUFACTURING industry's capital expenditure in the second quarter of 1973 is now estimated at £455 million (at 1970 prices, seasonally adjusted), £5 million less than the provisional estimate. This confirms the estimated rise of 7 per cent between the second half of 1972 and the first half of 1973.

Within the half-year, estimated expenditure in the second quarter of 1973 was 2 per cent lower than in the first quarter. This was attributable to sharp falls in the food, drink and tobacco and metal manufacturing industry groups. The seasonal adjustment of the metal manufacturing group is particularly uncertain: expenditure by manufacturing industry excluding this group rose by £3 million between the first and second quarters.

Between the second half of 1972 and the first half of 1973 there were strong increases of around 20 per cent in the volume of investment in both the engineering, shipbuilding and metal goods and the vehicles industry groups. Expenditure in the textiles, leather and clothing group and the residual group of other manufacturing industries also rose strongly (by 14 per cent and 10 per cent, respectively), with a smaller increase (of 4 per cent) in the paper, printing and publishing industries. There were falls in the coal and petroleum products and the metal manufacturing groups (of 10 per cent and 5 per cent, respectively), and slight falls in the remaining two industry groups.

Distributive and service industries (excluding shipping)

Revised estimates indicate that the capital expenditure of the distributive and service industries (excluding shipping) in the second quarter of 1973 was some 4 per cent lower than in the previous quarter, at 1970 prices, seasonally adjusted, and about 1 per cent higher than in the second quarter of 1972. Over the first half of 1973, the volume of investment was slightly lower than in the second half of 1972, and about 4 per cent higher than in the first half. Between the second half of 1972 and the first half of 1973, increased investment in plant and machinery was more than offset

TABLE 1. FIXED CAPITAL EXPENDITURE AT 1970 PRICES SEASONALLY ADJUSTED OF MANUFACTURING, DISTRIBUTIVE AND SERVICE INDUSTRIES

£ million

Period	Total	Analysis by industrial sectors			Analysis by type of asset		
		Manufacturing industries	Distributive and service industries (excluding shipping)	Shipping industry	New building work	Vehicles	Plant and machinery
1960	2,582	1,436	955	192	765	517	1,300
1961	2,934	1,706	1,075	153	906	490	1,538
1962	2,778	1,575	1,075	129	909	438	1,432
1963	2,661	1,391	1,164	106	840	466	1,355
1964	3,085	1,569	1,359	158	945	590	1,550
1965	3,236	1,732	1,378	126	988	565	1,684
1966	3,244	1,780	1,344	120	954	556	1,733
1967	3,307	1,735	1,402	169	932	603	1,772
1968	3,689 (3,601)•	1,846 (1,795)•	1,553 (1,546)•	290 (260)•	950	759 (729)•	1,980 (1,922)•
1969	3,857 (3,945)•	1,976 (2,027)•	1,649 (1,656)•	232 (262)•	1,042	724 (754)•	2,091 (2,149)•
1970	4,217	2,129	1,723	364	1,068	850	2,299
1971	4,085	1,968	1,752	365	1,083	816	2,186
1972	4,089	1,775	1,861	454	1,065	947	2,077
1967 1st quarter	823	439	347	38	241	142	441
2nd quarter	862	453	354	56	236	167	459
3rd quarter	814	425	356	33	226	145	443
4th quarter	807	419	346	42	228	150	429
1968 1st quarter	880	440	386	54	229	173	479
2nd quarter	872	434	387	51	239	164	470
3rd quarter	916 (912)•	458 (454)•	383	76	239	193	484 (480)•
4th quarter	1,021 (937)•	515 (468)•	398 (391)•	109 (79)•	244	230 (200)•	547 (493)•
1969 1st quarter	898 (963)•	448 (483)•	400 (405)•	49 (74)•	252	171 (196)•	475 (515)•
2nd quarter	961 (977)•	496 (505)•	407 (409)•	58 (63)•	260	183 (188)•	519 (530)•
3rd quarter	1,001 (1,008)•	513 (520)•	424	64	272	184	545 (552)•
4th quarter	997	519	417	61	258	186	553
1970 1st quarter	1,016	515	421	80	254	203	559
2nd quarter	1,062	534	435	93	269	216	577
3rd quarter	1,056	538	430	88	266	209	580
4th quarter	1,083	542	438	104	279	222	582
1971 1st quarter	1,017	511	434	73	277	183	557
2nd quarter	1,030	498	433	99	268	214	548
3rd quarter	1,038	491	445	102	270	215	553
4th quarter	1,090	468	441	91	268	204	527
1972 1st quarter	1,014	466	449	99	269	209	536
2nd quarter	1,022	447	459	116	264	236	522
3rd quarter	1,007	430	469	107	264	236	507
4th quarter	1,047	432	484	131	268	267	512
1973 1st quarter	1,109	465	482	162	262	296	550
2nd quarter	1,007	455	464	89	249	215	543

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting—after exclusion of dwellings—for 53 per cent of total expenditure in 1972. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and the public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy. For all industries covered, public expenditure (eg by the British Steel Corporation) is included. However, the figures are largely representative of the trend of expenditure of private industry and business.

• After allowing for expenditure, brought forward into 1968 from 1969 to secure the higher rate of investment grants which ended on 31 December 1968, estimated at £51 million for manufacturing industry, £7 million for distributive and service industry, and £30 million for shipping. The estimate for shipping is particularly uncertain because of the erratic nature of this industry's capital expenditure, while that for the distributive and service industries is uncertain because of the smallness of the effect.

For other footnotes, see end of article.

by the reduction for new building work, while expenditure on vehicles was well maintained.

In the classification according to industry groups, the volume of investment in wholesale and retail distribution was much the same in the first half of 1973 as in the second half of 1972, but expenditure by other industries was somewhat reduced.

Shipping industry

Revised estimates show that in the first half of 1973, investment by this industry (which tends to fluctuate considerably from quarter to quarter) was some 5 per cent above that in the second half of 1972, at 1970 prices, seasonally adjusted, and about 17 per cent higher than in the first half.

TABLE 2. FIXED CAPITAL EXPENDITURE OF MANUFACTURING INDUSTRY AT 1970 PRICES SEASONALLY ADJUSTED

£ million

Period	Total all manufacturing industries	Analysis by industry group									Analysis of type of asset		
		Food drink and tobacco	Coal and petroleum products	Chemicals	Metal manufacture	Engineering shipbuilding and metal goods	Vehicles	Textiles leather and clothing	Paper printing and publishing	Other manufacturing industries	New building work	Vehicles	Plant and machinery
1960	1,436.0	176.7	40.3	181.6	266.7	292.6	144.4	115.7	90.2	127.8	336.4	81.7	1,017.9
1961	1,705.9	185.5	43.0	221.5	359.1	321.8	193.9	141.6	100.3	139.2	416.2	76.2	1,213.5
1962	1,575.1	188.0	32.1	219.7	315.7	279.3	179.3	121.5	100.8	138.7	387.9	67.3	1,119.9
1963	1,391.4	191.5	41.9	173.6	187.7	280.2	169.5	111.7	100.9	134.4	310.1	81.2	1,000.1
1964	1,568.6	215.2	47.4	215.5	156.7	333.7	162.8	151.5	116.1	169.7	350.2	97.7	1,120.7
1965	1,732.2	216.1	47.7	274.6	151.1	356.3	181.6	173.8	127.5	203.5	390.2	102.2	1,239.8
1966	1,780.1	204.3	78.2	305.4	151.9	363.1	193.8	165.0	111.5	206.9	369.8	98.3	1,312.0
1967	1,735.2	236.0	123.6	255.7	155.3	352.5	194.5	132.9	108.7	176.0	317.1	99.5	1,318.6
1968	1,846.1 (1,795.1)•	246.0	127.4	255.5	145.7	390.8	171.9	176.4	111.8	220.6	330.8	109.2	1,406.1 (1,355.1)•
1969	1,976.1 (2,027.1)•	238.6	102.9	296.3	167.8	393.7	208.4	189.4	121.3	257.7	388.7	115.9	1,471.5 (1,522.5)•
1970	2,128.9	245.9	86.3	378.3	256.8	424.7	229.5	172.3	134.2	201.3	393.4	116.1	1,619.4
1971	1,967.6	227.2	117.3	337.6	297.3	371.1	152.2	139.3	113.2	212.4	344.7	107.7	1,515.2
1972	1,775.0	262.5	108.8	264.6	255.0	343.4	108.4	114.7	111.4	206.2	318.9	128.9	1,327.2
1967 1st quarter	438.6	60.2	25.3	64.0	40.8	87.9	50.3	36.8	27.3	46.0	88.8	22.7	327.1
2nd quarter	452.5	58.9	32.2	73.2	41.1	92.4	51.9	32.8	28.0	42.0	82.5	24.8	345.2
3rd quarter	424.8	58.4	33.3	57.2	40.4	86.4	45.6	31.4	28.4	43.7	73.6	26.1	325.1
4th quarter	419.3	58.5	32.8	61.3	33.0	85.8	46.7	31.9	25.0	44.3	72.2	25.9	321.2
1968 1st quarter	439.9	55.9	28.1	58.3	42.8	94.6	44.5	39.3	28.2	48.2	74.9	27.0	338.0
2nd quarter	434.1	60.4	30.8	62.4	37.0	90.9	39.9	34.8	25.0	52.9	80.0	26.1	328.0
3rd quarter	457.5 (453.5)•	63.5	29.5	61.5	34.4	97.7	49.0	42.3	26.1	53.5	85.9	26.9	344.7 (340.7)•
4th quarter	514.6 (467.6)•	66.2	39.0	73.3	31.5	107.6	[illegible]	60.0	32.5	66.0	90.0	29.2	395.4 (348.4)•
1969 1st quarter	448.2 (483.2)•	56.7	28.8	65.3	34.5	92.0	44.0	48.0	24.1	54.8	93.2	26.7	328.3 (363.3)•
2nd quarter	495.6 (504.6)•	61.8	25.4	75.0	40.2	95.3	53.9	47.6	31.4	65.0	96.4	30.7	368.5 (377.5)•
3rd quarter	513.2 (520.2)•	59.4	25.0	80.3	46.4	100.8	54.9	46.7	33.5	66.2	101.3	29.2	382.7 (389.7)•
4th quarter	519.1	60.7	23.7	75.7	46.7	105.6	55.6	47.1	32.3	71.7	97.8	29.3	392.0
1970 1st quarter	515.0	60.8	19.9	90.6	50.1	104.4	56.2	45.2	36.4	51.4	93.8	29.6	391.6
2nd quarter	534.2	65.2	21.7	94.1	58.2	107.0	58.4	45.1	33.6	50.9	100.0	29.3	404.9
3rd quarter	538.2	56.2	26.2	95.3	64.6	108.2	61.0	45.1	32.1	49.5	98.4	29.3	410.5
4th quarter	541.5	63.7	18.5	98.3	83.5	105.1	53.9	36.9	32.1	49.5	101.2	27.9	412.4
1971 1st quarter	510.7	57.0	25.9	89.6	71.0	103.4	42.8	40.5	29.3	51.2	90.4	26.4	393.9
2nd quarter	497.7	55.6	26.1	81.3	75.2	96.1	41.3	37.5	29.8	54.8	86.8	26.5	384.4
3rd quarter	491.0	56.7	32.2	84.7	78.0	89.2	36.9	31.2	27.5	54.6	82.4	26.7	381.9
4th quarter	468.2	57.9	33.1	82.0	73.1	82.4	31.2	30.1	26.6	51.8	85.1	28.1	355.0
1972 1st quarter	466.3	61.5	33.1	76.0	79.1	82.4	29.9	25.6	25.4	53.3	83.4	29.2	353.7
2nd quarter	446.5	62.6	30.7	70.8	68.5	81.9	24.4	28.1	27.4	52.1	81.0	30.2	335.3
3rd quarter	430.4	68.0	23.8	62.3	54.1	88.0	25.0	29.6	28.8	50.8	79.2	32.9	318.3
4th quarter	431.8	70.4	21.2	55.5	53.3	91.1	29.1	31.4	29.8	50.0	75.3	36.6	319.9
1973 1st quarter	464.7	74.9	18.7	57.0	57.6	102.9	32.7	36.1	30.8	54.0	76.5	34.7	353.5
2nd quarter	454.7	62.4	21.6	59.4	44.5	114.1	32.1	33.7	29.9	57.0	72.5	31.2	351.0

(continued on next page)

British Labour Statistics: Historical Abstracts 1886–1968

This unique standard work of reference brings together all the main series of official statistics compiled by the Department of Employment and its predecessors since 1886, plus some for even earlier years. It contains 389 pages of tables and 50 pages of text and the subjects covered are wage rates, earnings, hours of work, retail prices, employment, unemployment, vacancies, family expenditure, industrial accidents, and disputes, membership of trade unions, labour costs and output per head. This will be a most valuable source-book for everyone concerned with the study and formulation of economic policies. **£7** (by post £7.25)

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CAPITAL EXPENDITURE
continued

Fixed capital expenditure at 1970 prices seasonally adjusted

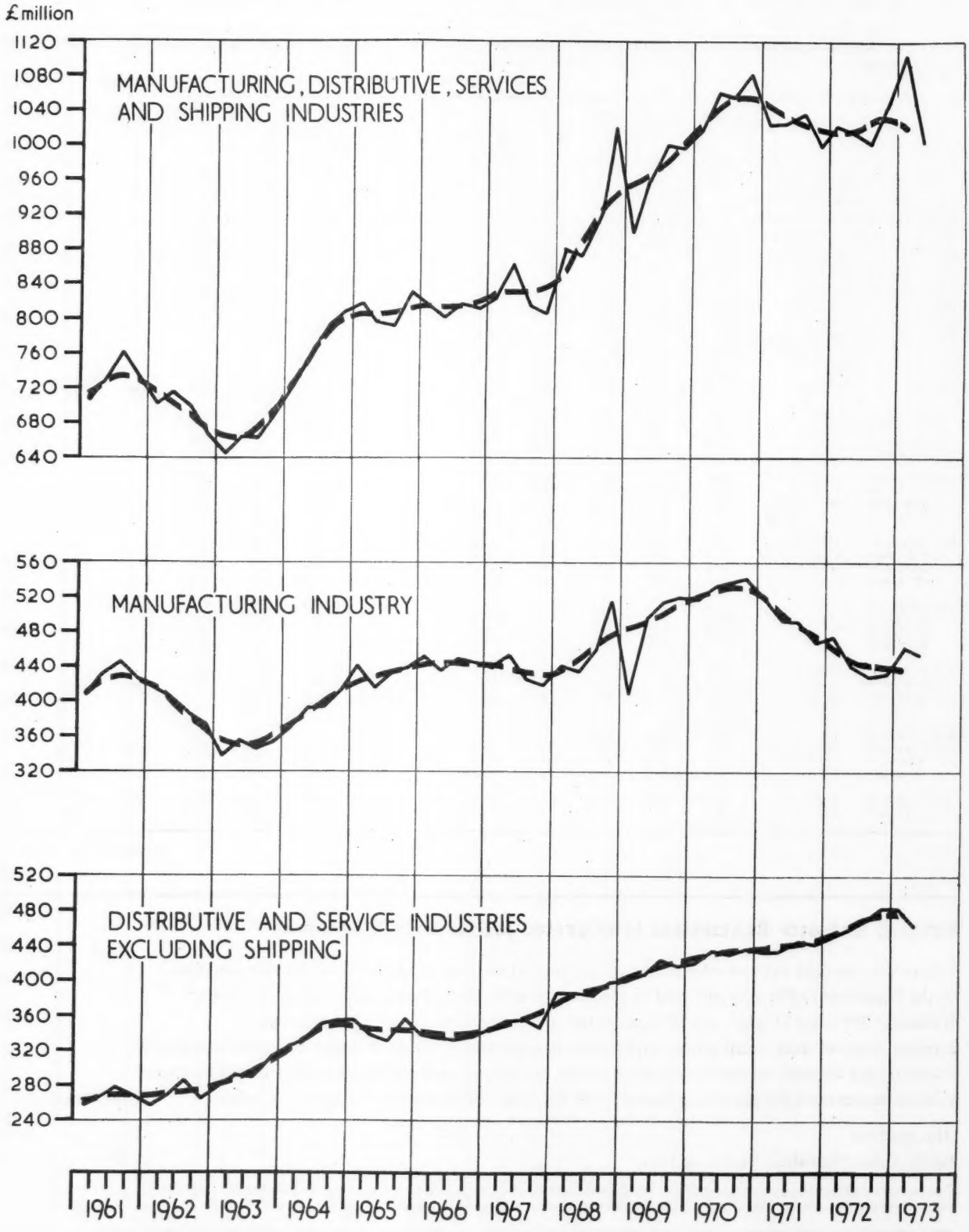

TABLE 3. FIXED CAPITAL EXPENDITURE IN THE DISTRIBUTIVE AND SERVICE INDUSTRIES (EXCLUDING SHIPPING) AT 1970 PRICES SEASONALLY ADJUSTED

£ million

Period	Total	Analysis by industry group			Analysis by type of asset		
		Wholesale distribution	Retail distribution	Other industries	New building work	Vehicles	Plant and machinery
1960	955	127	211	617	428	245	282
1961	1,075	136	235	705	490	261	324
1962	1,075	129	226	720	519	244	312
1963	1,164	141	245	779	528	282	355
1964	1,359	165	276	918	592	337	429
1965	1,378	164	257	957	592	342	444
1966	1,344	148	232	964	580	342	421
1967	1,402	169	224	1,008	611	338	453
1968	1,553 (1,546)*	165	282	1,107 (1,100)*	616	367	570 (563)*
1969	1,649 (1,656)*	160	295	1,194 (1,201)*	649	384	615 (622)*
1970	1,723	176	299	1,249	670	383	671
1971	1,752	185	310	1,258	736	355	661
1972	1,861	177	370	1,314	744	387	730
1967 1st quarter	347	39		252	151	82	113
2nd quarter	354	43	55	256	153	87	114
3rd quarter	356	43	56	257	152	87	118
4th quarter	346	43	59	244	155	82	108
1968 1st quarter	386	44	68	274	152	94	141
2nd quarter	387	40	70	277	158	88	141
3rd quarter	383	39	72	272	153	92	138
4th quarter	398 (391)*	42	72	284 (277)*	153	94	151 (144)*
1969 1st quarter	400 (405)*	39	72	289 (294)*	158	97	146 (151)*
2nd quarter	407 (409)*	39	72	296 (298)*	162	96	150 (152)*
3rd quarter	424	41	73	310	170	93	160
4th quarter	417	41	78	299	160	99	159
1970 1st quarter	421	44	76	301	159	95	167
2nd quarter	435	46	74	315	167	98	171
3rd quarter	430	45	75	309	166	96	167
4th quarter	438	41	74	323	177	95	166
1971 1st quarter	434	45	76	313	185	87	161
2nd quarter	433	46	80	307	181	92	161
3rd quarter	445	46	78	321	187	90	168
4th quarter	441	48	76	317	183	87	171
1972 1st quarter	449	44	83	322	184	90	174
2nd quarter	459	44	89	326	183	94	182
3rd quarter	469	41	96	333	184	99	186
4th quarter	484	49	103	332	192	103	189
1973 1st quarter	482	48	96	338	185	107	190
2nd quarter	464	44	102	317	177	96	191

(*continued on next page*)

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CAPITAL EXPENDITURE
continued

TABLE 4. FIXED CAPITAL EXPENDITURE AT CURRENT PRICES OF MANUFACTURING, DISTRIBUTIVE AND SERVICE INDUSTRIES

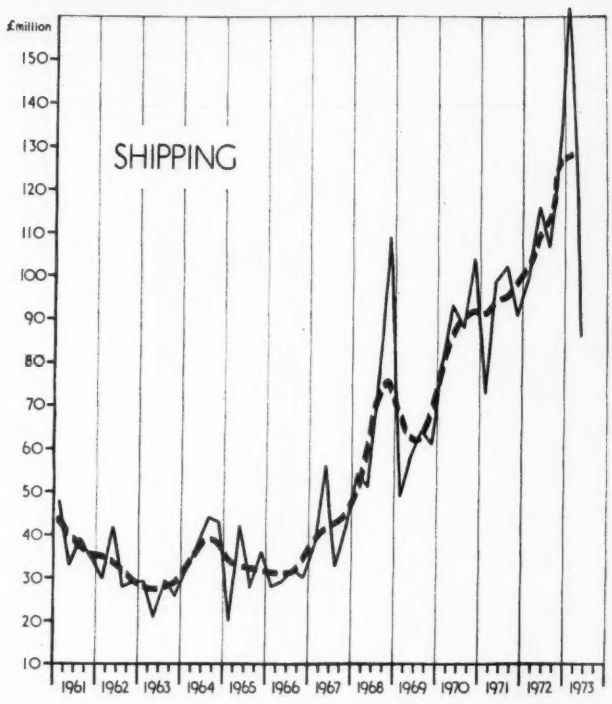
£ million

Period	Total	Manufacturing industry	Distributive and service industries (excluding shipping)	Shipping industry
1960	1,912	1,021	728	162
1961	2,213	1,248	833	132
1962	2,148	1,182	859	107
1963	2,094	1,068	942	84
1964	2,477	1,232	1,122	123
1965	2,692	1,423	1,169	100
1966	2,787	1,517	1,172	99
1967	2,862	1,485	1,237	140
1968	3,306	1,639	1,420	247
1969	3,599	1,822	1,559	217
1970	4,217	2,129	1,723	364
1971	4,438	2,161	1,893	384
1972	4,758	2,092	2,146	520
1967 1st quarter	693	360	304	29
2nd quarter	731	377	310	44
3rd quarter	687	360	301	25
4th quarter	752	389	322	42
1968 1st quarter	749	362	346	41
2nd quarter	763	372	348	43
3rd quarter	804	406	339	59
4th quarter	990	499	388	104
1969 1st quarter	791	382	372	38
2nd quarter	871	438	381	53
3rd quarter	917	473	386	57
4th quarter	1,020	530	420	70
1970 1st quarter	938	465	403	71
2nd quarter	1,033	511	427	95
3rd quarter	1,043	547	419	77
4th quarter	1,202	607	474	122
1971 1st quarter	1,027	517	446	65
2nd quarter	1,080	514	458	108
3rd quarter	1,117	553	471	94
4th quarter	1,214	578	517	119
1972 1st quarter	1,109	521	497	91
2nd quarter	1,152	490	522	139
3rd quarter	1,144	514	524	106
4th quarter	1,354	567	603	184
1973 1st quarter	1,327	568	594	165
2nd quarter p	1,256	547	589	121

NOTES TO TABLES

Capital expenditure comprises expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

FIXED CAPITAL EXPENDITURE AT 1970 PRICES SEASONALLY ADJUSTED



The analysis by industry group follows the Standard Industrial Classification Revised 1968 edition:

Manufacturing Orders III to XIX
Distributive Trades Order XXIII
Wholesale MLH 810, 811, 812, 831, 832 (except leasing by finance houses and similar businesses)
Retail MLH 820, 821
Other Industries Order XX (Construction); XXII (Transport and Communication) excluding 701—Railways, 706—Port and Inland Water Transport, 707—Air Transport and 708—Postal Services and Telecommunications; XXIV (Insurance, Banking, Finance and Business Services) including leasing by Finance Houses and similar Businesses and excluding Trustee Savings Banks; XXV (Professional and Scientific Services) excluding 872—Educational Services and 874—Medical and Dental Services; and XXVI (Miscellaneous Services).

The estimates, with the exception of those for manufacturing industry in Table 2, are shown to the nearest £m but should not be regarded as accurate to this degree and care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments. Also, there may be an apparent discrepancy between the totals and the sum of the constituent parts due to rounding.

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Manufacturers' and distributors' stocks in the second quarter of 1973

Manufacturing industry

REVISED figures indicate that manufacturers' stocks rose by £108 million at 1970 prices, seasonally adjusted, in the second quarter of 1973. This represents an upward revision of £23 million to the provisional estimate.

The asset pattern remains similar to that at the provisional stage. Stocks of materials and fuel rose sharply and there was an appreciable rise in work-in-progress, partially offset by a fall in finished goods.

Stocks in the engineering group continued to show a strong build up, and the small falls experienced by the food, drink and tobacco, and the metal manufacturing groups were more than offset by rises in the other three industry groups.

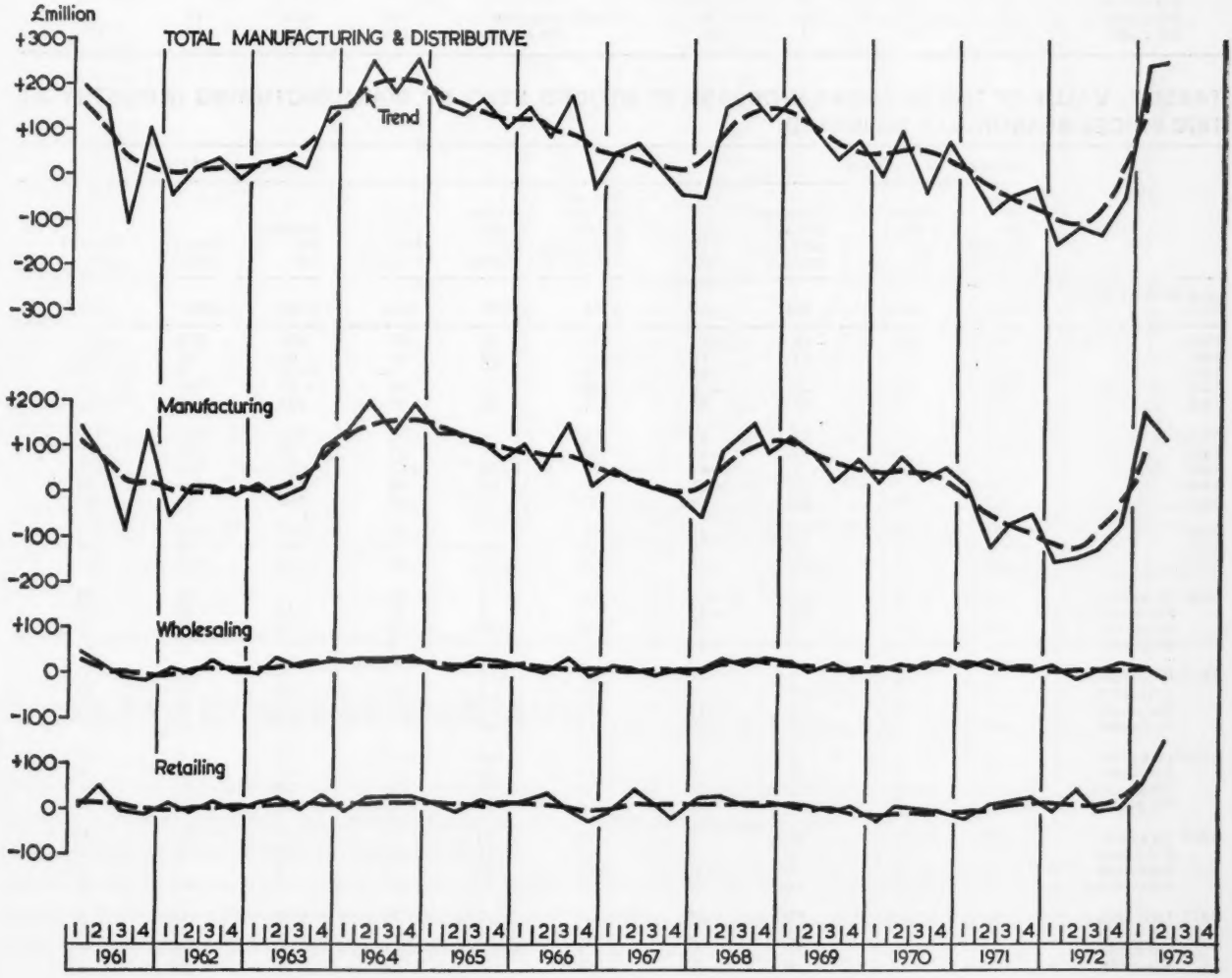
The stocks/output ratio based on the new index (end 1969 = 100) is 88.0, and implies some levelling out of this series after the sharp falls experienced throughout 1972.

Distributive industries

Revised estimates confirm that wholesalers' stocks fell by £14 million, at 1970 prices, seasonally adjusted, in the second quarter of 1973. This fall was attributable to an appreciable reduction in the volume of stocks held by dealers in industrial materials and machinery, partly offset by small increases in stocks held by the two other groups of wholesalers shown. In the same period, retailers' stocks increased by £152 million, at 1970 prices, seasonally adjusted. This substantial build-up probably reflected in part the fall in the volume of retail trade from the high level in the first quarter which resulted from pre-VAT spending.

(continued on next page)

VALUE OF PHYSICAL INCREASE IN INDUSTRY'S STOCKS AT 1970 PRICES SEASONALLY ADJUSTED



Notes relating to Tables 1 to 4

The analysis by industry group follows the Standard Industrial Classification (1968 edition)
Manufacturing Orders III to XIX
Distributive Trades Order XXIII:

Wholesale MLH 810, 811, 812, 831, 832 (except leasing by Finance Houses)
Retail MLH 820, 821

The estimates are shown to the nearest £ million but should not be regarded as accurate to this degree and care should be taken in using the industry figures in Tables 2 and 3 because of the margin of error involved in quarterly seasonal adjustments. Differences between totals and the sum of constituent parts are due to rounding.

TABLE 1. VALUE OF PHYSICAL INCREASE OF MANUFACTURERS' AND DISTRIBUTORS' STOCKS AT 1970 PRICES SEASONALLY ADJUSTED

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1972	12,617	9,260	1,715	1,642
1960	777	654	75	48
1961	341	263	41	37
1962	−3	−40	31	6
1963	192	103	35	54
1964	834	653	118	63
1965	556	460	67	29
1966	359	315	28	16
1967	115	72	17	26
1968	414	269	85	60
1969	375	320	42	13
1970	205	175	68	−38
1971	−145	−218	52	21
1972	−448	−498	28	22
1966 1st quarter	128	103	10	15
2nd quarter	83	51	—	32
3rd quarter	177	149	29	−1
4th quarter	−30	11	−11	−30
1967 1st quarter	49	46	14	−11
2nd quarter	72	24	7	41
3rd quarter	19	11	−8	16
4th quarter	−24	−9	5	−20
1968 1st quarter	−31	−59	6	22
2nd quarter	148	91	32	25
3rd quarter	178	153	18	7
4th quarter	121	85	30	6
1969 1st quarter	174	140	22	12
2nd quarter	90	83	1	6
3rd quarter	38	24	19	−7
4th quarter	76	73	1	2
1970 1st quarter	−4	22	5	−31
2nd quarter	96	76	18	2
3rd quarter	39	26	16	−3
4th quarter	74	51	29	−6
1971 1st quarter	2	10	14	−22
2nd quarter	−80	−113	26	7
3rd quarter	−43	−67	9	15
4th quarter	−23	−47	3	21
1972 1st quarter	−150	−156	15	−9
2nd quarter	−117	−145	−12	40
3rd quarter	−129	−125	4	−8
4th quarter	−51	−72	22	−1
1973 1st quarter	238	168	18	52
2nd quarter r	246	108	−14	152

TABLE 2. VALUE OF THE PHYSICAL INCREASE OF STOCKS HELD BY MANUFACTURING INDUSTRY AT 1970 PRICES SEASONALLY ADJUSTED

£ million

	Analysis by industry group							Analysis by type of asset		
	All manufacturing industries	Food, drink and tobacco	Chemicals, coal and petroleum products	Metal manufacture	Engineering, shipbuilding, vehicles and metal goods	Textiles leather and clothing	Other manufacturing industries	Materials and fuel	Work in progress	Finished goods
Level of stocks at end 1972	9,260	1,244	852	725	4,615	760	1,064	3,179	3,692	2,389
1960	654	66	46	110	311	37	82	309	134	211
1961	263	23	33	11	141	13	42	69	92	102
1962	− 40	38	1	−39	− 18	− 21	—	− 86	2	44
1963	103	12	−8	− 8	88	4	16	− 13	101	15
1964	653	20	56	46	406	76	50	232	319	103
1965	460	19	33	38	305	3	62	117	207	137
1966	315	1	36	−23	222	31	48	10	145	160
1967	72	34	7	−41	120	−38	−11	−16	140	−52
1968	269	10	72	37	67	34	49	102	108	59
1969	320	33	75	−5	73	76	69	108	25	187
1970	175	11	42	37	71	2	12	138	−63	100
1971	−218	10	15	8	−198	−61	8	−237	1	19
1972	−498	−11	−29	−46	−290	−104	−18	−178	−109	−211
1966 1st quarter	103	8	21	−6	68	2	10	7	52	44
2nd quarter	51	3	20	−23	34	6	12	−15	48	19
3rd quarter	149	−15	4	32	88	20	21	55	18	76
4th quarter	11	5	−8	−26	32	4	4	−37	27	21
1967 1st quarter	46	−3	11	−1	50	−13	2	6	53	−13
2nd quarter	24	7	−17	−9	46	−3	−1	−9	22	11
3rd quarter	11	28	24	−12	−27	+5	−7	−1	18	−6
4th quarter	−9	3	−12	−19	50	−27	−5	−13	48	−44
1968 1st quarter	−59	5	8	2	−57	−9	−7	29	−5	−84
2nd quarter	91	—	30	6	14	20	21	−1	26	66
3rd quarter	153	−11	22	24	92	10	16	38	69	46
4th quarter	85	16	12	6	19	13	19	35	18	31
1969 1st quarter	140	11	23	5	61	24	17	41	41	58
2nd quarter	83	−2	16	4	34	12	20	54	−11	41
3rd quarter	24	31	2	−11	−44	24	22	−8	1	30
4th quarter	73	−6	34	−3	22	15	11	22	−6	57
1970 1st quarter	22	3	21	−7	−14	5	12	26	−43	39
2nd quarter	76	7	3	12	50	5	−1	67	23	−14
3rd quarter	26	−1	13	11	4	—	−1	27	−40	38
4th quarter	51	1	5	20	31	−8	3	18	−3	37
1971 1st quarter	10	1	−3	38	−22	−10	7	−40	6	44
2nd quarter	−113	−3	12	−25	−60	−39	1	−70	−35	−9
3rd quarter	−67	−14	3	−8	−40	−7	−1	−72	20	−15
4th quarter	−47	27	3	3	−76	−5	1	−56	10	−1
1972 1st quarter	−156	−11	9	−48	−49	−35	−23	−54	−20	−82
2nd quarter	−145	16	−32	4	−122	−19	8	−75	−13	−56
3rd quarter	−125	−18	6	−3	−69	−30	−10	−42	−38	−45
4th quarter	−72	1	−11	1	−50	−21	7	−7	−38	−28
1973 1st quarter	168	20	13	24	65	6	40	62	70	36
2nd quarter r	108	−7	17	−8	76	19	10	78	55	−25

TABLE 3. VALUE OF THE PHYSICAL INCREASE OF STOCKS HELD BY WHOLESALERS AT 1970 PRICES SEASONALLY ADJUSTED

£ million

	Total wholesalers	General wholesale distributors	Dealers in coal, builders materials, etc.	Dealers in industrial materials and machinery
Level of stocks at end 1972	1,715	1,040	163	512
1960	75	43	6	27
1961	41	27	1	14
1962	31	5	5	21
1963	35	14	7	14
1964	118	62	17	39
1965	67	30	7	31
1966	28	21	—	7
1967	17	9	—	8
1968	85	57	4	25
1969	42	19	−2	26
1970	68	15	—	53
1971	52	41	−3	14
1972	28	31	14	−17
1966 1st quarter	10	10	3	−3
2nd quarter	—	2	1	−3
3rd quarter	29	23	−3	9
4th quarter	−11	−13	−1	4
1967 1st quarter	14	2	1	12
2nd quarter	7	13	−6	−1
3rd quarter	−8	−9	4	−3
4th quarter	5	4	1	—
1968 1st quarter	6	26	—	−20
2nd quarter	32	15	5	12
3rd quarter	18	10	−1	9
4th quarter	30	6	—	24
1969 1st quarter	22	14	−1	9
2nd quarter	1	−13	−1	14
3rd quarter	19	14	2	3
4th quarter	1	4	−2	−1
1970 1st quarter	5	−3	1	6
2nd quarter	18	10	−3	11
3rd quarter	16	−4	−2	21
4th quarter	29	11	4	14
1971 1st quarter	14	3	1	11
2nd quarter	26	20	1	5
3rd quarter	9	12	—	−3
4th quarter	3	6	−4	2
1972 1st quarter	15	2	2	10
2nd quarter	−12	−4	3	−11
3rd quarter	4	23	3	−22
4th quarter	22	10	6	6
1973 1st quarter	18	42	−12	−12
2nd quarter r	−14	4	3	−20

TABLE 4. INCREASE IN THE BOOK VALUE OF MANUFACTURERS' AND DISTRIBUTORS' STOCKS

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1972	14,723	10,793	2,017	1,913
1960	647	543	60	44
1961	375	274	40	61
1962	85	24	30	31
1963	294	200	44	50
1964	891	670	136	85
1965	694	571	73	50
1966	586	480	51	55
1967	260	180	47	33
1968	849	581	138	130
1969	969	775	104	90
1970	1,140	898	162	80
1971	699	399	160	140
1972	550	242	189	119
1966 1st quarter	248	188	7	53
2nd quarter	223	182	12	29
3rd quarter	155	94	52	9
4th quarter	−39	17	−20	−36
1967 1st quarter	27	22	−15	20
2nd quarter	67	33	1	33
3rd quarter	65	31	30	4
4th quarter	102	94	32	−24
1968 1st quarter	140	62	23	55
2nd quarter	293	203	30	60
3rd quarter	227	166	57	4
4th quarter	189	150	28	11
1969 1st quarter	296	222	16	58
2nd quarter	250	205	18	27
3rd quarter	179	126	65	−12
4th quarter	243	222	4	17
1970 1st quarter	283	254	16	13
2nd quarter	312	258	26	28
3rd quarter	226	139	78	9
4th quarter	321	248	43	30
1971 1st quarter	244	193	29	22
2nd quarter	277	162	60	55
3rd quarter	96	11	70	15
4th quarter	82	34	—	48
1972 1st quarter	−10	−34	−2	26
2nd quarter	98	20	18	60
3rd quarter	151	53	99	−1
4th quarter	313	204	75	34
1973 1st quarter	487	362	39	86
2nd quarter r	635	518	55	62

Book Values exclude VAT. Purchase Tax payable on retailers' stock prior to the second quarter of 1973.

(continued on next page)

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour. Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance.*

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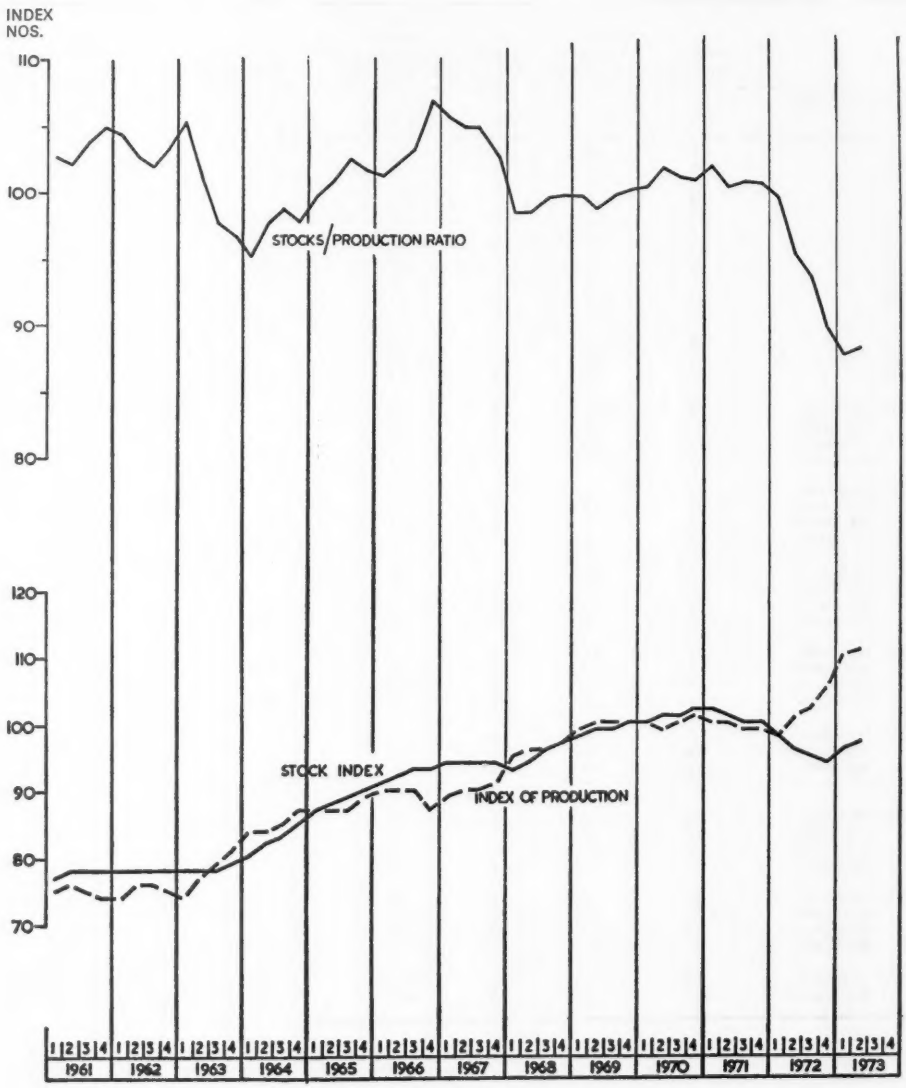
HMSO BOOKS

TABLE 5. THE RELATIONSHIP OF MANUFACTURERS' STOCKS TO MANUFACTURING PRODUCTION

Index numbers—4th quarter 1969 = 100
Seasonally adjusted

	Stock levels at 1970 prices	Production (with 1970 net output weight)	Ratio of Stocks to Production
1961 Q 1	77	75	102.7
2	78	76	102.2
3	78	75	103.7
4	78	74	104.9
1962 Q 1	78	74	104.3
2	78	76	102.7
3	78	76	101.9
4	78	75	103.3
1963 Q 1	78	74	105.3
2	78	77	101.0
3	78	79	97.7
4	79	81	96.7
1964 Q 1	80	84	95.1
2	82	84	97.5
3	83	85	98.1
4	85	87	97.7
1965 Q 1	87	87	99.5
2	88	87	100.7
3	89	87	102.3
4	90	89	101.5
1966 Q 1	91	90	101.1
2	92	90	102.2
3	93	90	103.3
4	93	87	106.8
1967 Q 1	94	89	105.7
2	94	90	104.9
3	94	90	104.8
4	94	91	102.7
1968 Q 1	93	95	98.4
2	94	96	98.4
3	96	96	99.5
4	97	97	99.7
1969 Q 1	98	99	99.6
2	99	100	98.7
3	99	100	99.6
4	100	100	100.0
1970 Q 1	100	100	100.3
2	101	99	101.7
3	101	100	101.1
4	102	101	100.8
1971 Q 1	102	100	101.8
2	101	100	100.3
3	100	99	100.6
4	100	99	100.5
1972 Q 1	98	98	99.5
2	96	101	95.2
3	95	102	93.6
4	94	105	89.6
1973 Q 1	96	110	87.5
2	97	111	88.0



Notes:
(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.
(2) The 1970 index of production has been rebased on the fourth quarter of 1969 for the purpose of this table. Estimates for 1961 are based on the 1958 based index.
(3) The index numbers of the stocks production ratio are calculated from unrounded estimates of the data in the previous two columns.

Economic Trends

A monthly journal for those who want to follow the main trends of the economic situation in the United Kingdom. It brings together the main statistical series of employment, output, consumption, trade and finance, and each issue contains a special feature article on some aspect of the statistics.

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Office development permits in the second quarter of 1973

THE Department of the Environment reports that the total floor area of office development permits issued in the second quarter of 1973 was 6.5 million sq. ft. compared with 8.4 million sq. ft. in the second quarter of 1972 and a quarterly average of 6.9 million sq. ft. for 1972 as a whole. 131 permits were issued in the second quarter of 1973, 16 fewer than in the corresponding quarter of 1972. As explained in the notes below, since December 1970 the control has operated in the South East Region only.

After deduction of relinquishments of existing offices and of floorspace covered by permits for the continuing use of existing offices included in the total figures, there was a potential addition to office space by way of new building and conversion of non-office premises to office use of 6.0 million sq. ft. in the second quarter of 1973. This compares with 6.2 million sq. ft. for the corresponding quarter of 1972 and a quarterly average of 5.0 million sq. ft. for 1972 as a whole.

Of the 131 permits issued in the second quarter of 1973, 32 were for office development in Central London and covered 1.6 million sq. ft.; 77 covering 4.2 million sq. ft. were for development in the Greater London Council Area; and 106 covering 5.3 million sq. ft. for development in the Metropolitan Region. 25 permits for a total floorspace of 1.2 million sq. ft. were issued in the part of the South East Planning Region lying outside the Metropolitan Region.

Tables showing office development permits since 1965 appeared in the March 15, 1973, issue of *Trade and Industry*.

TABLE 1. OFFICE DEVELOPMENT PERMITS—SUB-DIVISIONS OF SOUTH EAST PLANNING REGION

	Central London Area			GLC Area (excluding Central London)			Total GLC Area		
		Thousand sq. ft.			Thousand sq. ft.			Thousand sq. ft.	
	Number	Gross	Relinquished	Number	Gross	Relinquished	Number	Gross	Relinquished
1971 year	198	12,246	4,212	122	6,633	1,185	320	18,879	5,397
1971 1st qtr.	62	3,754	802	44	2,537	350	106	6,291	1,152
2nd qtr.	54	3,523	1,334	35	2,273	457	89	5,796	1,791
3rd qtr.	44	2,651	1,347	24	1,005	153	68	3,656	1,500
4th qtr.	38	2,318	729	19	818	225	57	3,136	954
1972 year	139	10,302	3,788	125	7,299	1,496	264	17,601	5,284
1972 1st qtr.	44	3,364	1,587	20	1,987	340	64	5,351	1,927
2nd qtr.	40	3,229	1,112	49	2,353	605	89	5,582	1,717
3rd qtr.	31	1,939	194	36	1,891	374	67	3,830	568
4th qtr.	24	1,770	895	20	1,068	177	44	2,838	1,072
1973 1st qtr.	36	2,077	401	39	1,560	242	75	3,637	643
2nd qtr.	32	1,565	72	45	2,651	62	77	4,216	134

TABLE 1. OFFICE DEVELOPMENT PERMITS—SUB-DIVISIONS OF SOUTH EAST PLANNING REGION *(cont'd)*

	Metropolitan Area (excluding GLC)			Total Metropolitan Area			South East (excluding Metropolitan Area)			Total South East		
		Thousand sq. ft.			Thousand sq. ft.			Thousand sq. ft.			Thousand sq. ft.	
	Number	Gross	Relinquished	Number	Gross	Relinquished	Number	Gross	Relinquished	Number	Gross	Relinquished
1971 year	127	6,884	360	447	25,763	5,757	76	3,198	303	523	28,961	6,060
1971 1st qtr.	26	860	70	132	7,151	1,222	19	744	121	151	7,895	1,343
2nd qtr.	32	1,141	77	121	6,937	1,868	24	790	84	145	7,727	1,952
3rd qtr.	40	2,158	65	108	5,814	1,565	12	437	18	120	6,251	1,583
4th qtr.	29	2,725	148	86	5,861	1,102	21	1,227	80	107	7,088	1,182
1972 year	90	4,729	178	354	22,330	5,462	102	5,239	350	456	27,569	5,812
1972 1st qtr.	22	1,949	50	86	7,300	1,977	31	1,612	99	117	8,912	2,076
2nd qtr.	24	957	64	113	6,539	1,781	34	1,839	130	147	8,378	1,911
3rd qtr.	25	1,225	42	92	5,055	610	23	1,179	61	115	6,234	671
4th qtr.	19	598	22	63	3,436	1,094	14	609	60	77	4,045	1,154
1973 1st qtr.	51	2,260	109	126	5,897	752	23	1,086	99	149	6,983	851
2nd qtr.	29	1,107	63	106	5,323	197	25	1,186	9	131	6,509	206

NOTES TO TABLES

Commencement of Controls. In the London Metropolitan Region the control began in August 1965, but with retrospective application to November 5, 1964, for some projects as explained in the first Annual Report by the Board of Trade under the Act; this report was referred to in the Board of Trade Journal of August 5, 1966, page 324. The West Midlands Conurbation was brought within the control from August 14, 1965, while the parts of the South East and West Midlands Planning Regions not already controlled and the whole of East Midlands and East Anglia Planning Regions came under control on July 21, 1966.

Removal of Controls. From February 25, 1969, the East Anglia Planning Region and the predominantly rural areas of the West Midlands and East Midlands Planning Regions were excluded from control. The remaining areas of the West Midlands and East Midlands Planning Regions were excluded from control on December 16, 1970.

Changes in exemption limit. From July 27, 1967, the exemption limit for permits was raised from 3,000 square feet to 10,000 square feet except in the Metropolitan Region. From February 25, 1969, this change was extended to the areas of the Metropolitan Region outside Greater London. The exemption limit in Greater London was raised to 10,000 square feet from December 16, 1970.

Modification of Control. From April 1, 1969, office development permits were in most cases no longer needed for developments within the curtilage of an industrial building for which an industrial development certificate was issued. The figures for the year 1968 included 168 permits of this type, with gross area 2,485,000 square feet (18 per cent of the total area of permits issued) and an area net of relinquishments of 2,103,000 square feet (24 per cent of the net total).

Definitions of Areas. The planning regions correspond to the new standard regions for statistical purposes as defined in the Board of Trade Journal of December 31, 1965, page 1567. Central London is the Greater London Conurbation Centre as defined in the General Register Office Census 1961 County Report: London. The Metropolitan Region, an area of some 40 miles radius from the Centre of London, is as defined in Schedule 2 of the Control of Office and Industrial Development Act, 1965, but from January 1, 1972, for statistical reasons the Outer Metropolitan Sub-division (Rest of Metropolitan Region) and the Outer South-East Sub-division (Rest of South East Planning Region) are as defined in the Regional Abstract of Statistics No. 7; the areas defined under the Act are unchanged.

Area relinquished. Comprises office floor space relinquished for demolition or change of use to non-office uses.

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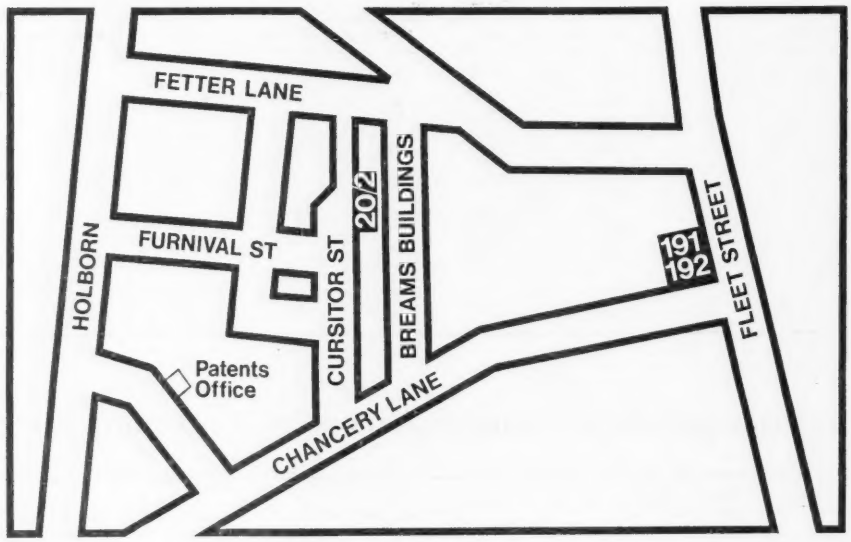

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Foreign arrivals in the United Kingdom during July

MORE than 1,010,000 foreign visitors, including all travellers from EEC countries, arrived in the United Kingdom in July 1973, 9 per cent more than in July last year, report the Department of Trade and Industry and the British Tourist Authority today. (The figures exclude visitors from the Irish Republic and Commonwealth citizens.)

Total arrivals during the period January to July 1973 reached 3,671,000, an increase of 10 per cent over last year.

EEC countries

Total arrivals in July from EEC countries (excluding the Irish Republic) were 535,000, 13 per cent more than last year. As in June, arrivals from Belgium and Luxembourg and from Germany showed a large increase over 1972.

Other foreign countries

Total foreign visitor arrivals from non-EEC countries at 476,000 for July were 5 per cent up on 1972. The number of visitors from the United States during July fell by 6 per cent, compared with 1972. The total number of entrants from the United States for the first seven months of 1973 is, however, almost identical to the corresponding total for 1972, reflecting recent unfavourable trends in travel to Europe, combined with a shift away from the high season months.

Seasonally adjusted figures

Seasonally adjusted total arrivals from EEC countries, and total foreign visitor arrivals from non-EEC countries for the first seven months of 1973 show increases of 12 per cent and 9 per cent respectively over 1972.

Notes

The figures in the table are limited to foreign nationals, excluding Commonwealth citizens and citizens of the Irish Republic.

Following the entry of the United Kingdom into the European Economic Community, since when citizens of Community countries can enter the United Kingdom without having to state their purpose of visit, or expected length of stay, total arrivals from member countries of the Community are shown instead of visitors entering for a stay of under one year. Corresponding figures for 1972 and earlier years are included for comparison purposes.

For other countries visitors entering for a stay of under one year are shown as before.

Seasonally adjusted figures: Simple comparisons of monthly figures between one year and another, or between adjacent months can be misleading. For example, the increase in numbers in April 1973 compared with a year earlier was partly due to Easter having been later that year than 1972. The seasonally adjusted figures provide a better basis for comparison with other months, or for judging current trends. In estimating the seasonal adjustments allowance has been made for changes in the seasonal pattern, which have been in the direction of a spreading of the tourist season, with some reduction in the summer peak relative to the rest of the year. Adjustment was also made for the effect of varying date of Easter on a number of Western Europe visitors.

FOREIGN ARRIVALS

Thousands per month

	Total arrivals from EEC countries (excluding Irish Republic)		Foreign visitors from non-EEC countries: Rest of Western Europe (non-EEC)		United States		Other foreign countries		Total non-EEC countries	
1967	126		30		70		23		123	
1968	144		34		73		29		136	
1969	174		40		95		35		170	
1970	199		47		117		41		205	
1971	214		53		129		46		228	
1972	232		59		134		51		244	
	UA	SA	UA	SA	UA	SA	UA	SA	UA	SA
1972										
Jan.	124	240	32	60	56	141	31	51	119	252
Feb.	105	224	30	56	46	136	25	50	101	242
Mar.	240	254	51	64	84	153	34	52	169	269
Apr.	234	253	50	64	114	144	41	51	205	259
May	253	216	54	54	166	139	49	47	269	240
June	254	215	77	54	213	120	61	50	351	224
July	472	212	126	53	242	107	86	49	454	209
Aug.	358	202	72	51	213	104	86	51	371	206
Sept.	244	228	61	58	199	135	72	51	332	244
Oct.	195	248	59	62	129	144	51	51	239	257
Nov.	137	236	43	59	79	148	33	52	155	259
Dec.	169	257	45	65	71	141	41	55	157	261
1973										
Jan.	139	269	35	66	60	144	34	52	129	262
Feb.	132	282	36	65	51	148	29	57	116	270
Mar.	170	266	44	78	88	155	46	69	178	302
Apr.	334	265	78	77	129	161	49	61	256	299
May	266	225	56	56	167	142	61	59	284	257
June	299	253	88	59	196	111	73	61	357	231
July	535	243	142	60	228	100	106	62	476	222
Jan.-July										
1972	1,682	1,614	420	405	921	940	327	350	1,668	1,695
1973	1,875	1,803	479	461	919	961	398	421	1,796	1,843

Total arrivals = all persons admitted, including long stay and short stay visitors from EEC countries.
Foreign visitors = all persons entering for visits of under one year from non-EEC countries, excluding Commonwealth countries.
UA = unadjusted. SA = seasonally adjusted. Source: Home Office

Index of retail sales in Northern Ireland

THE seasonally adjusted index of retail sales in Northern Ireland for July was 142 (1965 = 100), 15 per cent more than in July 1972.

After allowing for price changes, the total volume of sales in July 1973 was 7 per cent higher than a year earlier.

The seasonally adjusted index numbers of the value of sales in July and percentage increases on a year earlier for the main groups of traders are shown below. More detailed information can be obtained from the Ministry of Commerce, Index of Retail Sales, Chichester House, 64 Chichester Street, Belfast BT1 4JX (tel. Belfast (0232) 34488, ext. 336).

Sales by:	Sales in 1965—£m	July 1973: Seasonally adjusted value index numbers, 1965 = 100	July 1973: Percentage increases
All kinds of business	256	142	15
Food shops	97	152	11
Non-food shops	159	137	18
Of which:			
Clothing and footwear shops	36	141	21
Durable goods shops	21	177	24
Miscellaneous non-food shops	80	127	12
Department and general stores	22	124	24

Index of retail prices for August

THE index of retail prices for all items for August 21, 1973, was 180.2 (January 16, 1962 = 100). This represents an increase of 0.3 per cent on July (179.7) and of 8.9 per cent on August 1972 (165.5).

The index for all items excluding food in August 1973 was 175.7—an increase of 0.4 per cent (0.7 points) on July.

The index for food in August was 194.4—a reduction of 0.1 per cent (0.2 points) on July.

The rise in the all items index in August was due to increases in the prices for clothing and footwear, eggs, meat and many other goods and services which were only partly offset by reductions in the prices of tomatoes, potatoes, and some other fresh vegetables and apples.

New statistics of computer services

STATISTICS of the output of computer services are published in a new Business Monitor issued by the Department of Trade and Industry. This gives quarterly statistics relating to the industry, with detailed analyses from the beginning of 1971, and a written commentary.

The publication of statistics of this expanding industry will be widely welcomed, since before the inquiry commenced little was known about its growth. One of the tables from the Business Monitor is reproduced below; it shows that total billings to clients in the first quarter of 1973 reached £23.5 million—the highest so far recorded—representing an increase of 10 per cent over the total for the fourth quarter of 1972 and of 33 per cent over the somewhat depressed total for the first quarter of that year. The main contribution to recent growth has been in professional services in the form of program development. Other tables in the Business Monitor analyse this total by types of clientele (public sector clients, other home clients, foreign clients, etc) and give details of full and part-time employment in the industry.

The Business Monitor, numbered SD9, Computer Services, will be published quarterly and is available from HMSO, PO Box 569, London SE1 9NH, by subscription at 37½p per year.

BILLINGS TO CLIENTS FOR WORK DONE

£'000s

		Computer processing				Professional services				
	Total billings	Custom-built programs	Package programs	Time hire	Remote access	Programs	Consultancy	Data preparation	Other	Unclassified
1971	69,238	17,615	8,648	9,834	4,093	13,971	4,768	6,643	2,459	1,207
1972	79,683	20,870	10,888	8,904	5,694	16,434	5,824	7,400	2,598	1,071
1971 1st quarter	16,643	3,421	2,013	2,841	961	3,814	1,302	1,370	587	335
2nd quarter	17,688	4,704	2,135	2,571	1,198	3,500	1,247	1,425	599	308
3rd quarter	16,696	4,244	2,090	2,260	903	3,359	1,060	1,923	590	265
4th quarter	18,212	5,247	2,410	2,163	1,031	3,298	1,158	1,925	682	299
1972 1st quarter	17,682	4,466	2,360	2,280	1,305	3,520	1,293	1,689	554	215
2nd quarter	20,433	5,644	2,853	2,304	1,293	4,235	1,416	1,852	582	254
3rd quarter	20,176	5,375	2,702	2,202	1,388	4,167	1,500	1,871	718	252
4th quarter	21,392	5,384	2,973	2,118	1,709	4,513	1,615	1,988	743	349
1973 1st quarter	23,535	5,860	2,877	2,294	2,195	5,467	1,657	2,005	821	359

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972 during the week ended Friday, September 28, 1973.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Nightwatch	BR/E 37057/30/9/78	98	September 24	Avco Embassy Pictures (UK) Ltd.	Nightwatch Films Ltd.
The Final Programme	BR/E 37058/30/9/78	89	September 27	MGM-EMI Distributors Ltd.	Gladiole Films Ltd.
The Intimate Confessions of a Chinese Courtesan	BR/E 37059/30/9/78	83	September 27	MGM-EMI Distributors Ltd.	Shaw Brothers (Hong Kong) Ltd.
Movietone News 2312	BR/E 36904/30/9/78	8	September 28	British Movietonews Ltd.	British Movietonews Ltd.
Movietone News 2312A	BR/E 36905/30/9/78	8	September 28	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
The Sexy Sinners	EC 37061/30/9/78	96	September 27	Miracle Films Ltd.	Claudia Cinematografica, Rome
			FOREIGN		
The Magnificent Chivalry	F 37055	88	September 24	Fox-Rank Distributors Ltd.	Wah Fung Film Company, Hong Kong and Universal Motion Picture Company Ltd., Taiwan
Violence in the Cinema	F 37056	13	September 24	MGM-EMI Distributors Ltd.	Dr. George Miller, Sydney
Les Jeunes Filles En Fleurs	F 37060	10	September 27	British Lion Films Ltd.	Les Productions David Hamilton, Paris
The Swinging Stewardesses	F 37062	65	September 27	Miracle Films Ltd.	Avis Films, Zurich

Note:
A direction has been made under Section 2 (2) of the Films Act 1960, extending the quota life of the film 'A Village In Mayfair' (BR/E 34973) to December 31, 1975.
Correction to the Register:
The name of the maker of the film 'Within and Without' (EC 36507/10/12/77) registered on December 6, 1972, has been corrected to 'Within and Without di A. Puccini & C. S.a.s., Rome.

Government Publications in the North

from

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Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually M = monthly Q = quarterly 6M = every six months.
Dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last published
Air transport:	
aircraft noise at Heathrow and Gatwick airports (Q)	May 25 1972
civil aviation balance of payments (A)	Mar. 16 1972
trade by air (6M)	Apr. 12 1973
Balance of payments:	
current account (M)	Sept. 20 1973
quarterly figures (Q)	Mar. 22 1973
trends in invisible transactions (Q)	Mar. 22 1973
(*see also* Overseas trade of the UK)	
Bankruptcy orders (Q)	June 7 1973
Business names and limited partnerships (A)	Mar. 1 1973
Capital expenditure:	
distributive and service trades (A)	Apr. 28 1971
manufacturing, distributive and service industries (Q)	This week
Catering trades turnover (M)	Aug. 16 1973
Chemicals industry activity (Q)	Aug. 2 1973
Companies:	
acquisitions and mergers (Q)	Aug. 23 1973
new registrations:	
Gt. Britain (M)	Aug. 30 1973
N. Ireland (M)	Sept. 20 1973
Computers, UK market (Q)	May 24 1973
Construction work overseas (A)	Aug. 16 1973
ECGD business (Q)	June 21 1973
Electronic capital equipment (Q)	June 21 1973
Energy trends (M)	Sept. 27 1973
Engineering industries, sales and orders (M)	Sept. 6 1973
Film industry:	
British Film Fund Agency returns (M)	Sept. 20 1973
cinema admissions and takings (M)	Sept. 20 1973
overseas payments and earnings (A)	Aug. 9 1973
registration of films (A)	Jan. 25 1973
trends in film going (A)	Aug. 19 1971
Food:	
consumption levels (6M)	Aug. 30 1973
household consumption (Q)	July 5 1973
Footwear industry:	
production, orders and deliveries (M)	Sept. 27 1973
Foreign exchange, official reserves (M)	Sept. 13 1973
Foreign trade:	
EFTA (Q)	Mar. 23 1972
industrial countries production and trade (Q)	Aug. 16 1973
world exports of manufactures (A)	Sept. 30 1970
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	Sept. 13 1973
Hire-purchase business (M)	This week
Industrial production:	
index numbers (M)	Sept. 27 1973
N. Ireland index (M)	Aug. 30 1973
Wales index (Q)	July 5 1973
Insurance companies, investments and assets (A)	Aug. 30 1973
Investment:	
book values of overseas direct investments (every 3 years)	Sept. 23 1970
industry's investment intentions (3 times a year)	June 14 1973
investment and earnings overseas (A)	Mar. 29 1973
Machine tools, deliveries and orders (Q)	Aug. 9 1973
Man-made fibres:	
deliveries (Q)	Aug. 30 1973
production (M)	Aug. 30 1973
production, quarterly analysis (Q)	Aug. 30 1973
Motor industry:	
car and commercial vehicle production (M)	Sept. 27 1973
estimated figures (M)	Sept. 13 1973
motor trade turnover (M)	Aug. 16 1973
Office development permits (Q)	This week
Overseas trade of the UK:	
direct exporters and credit terms (A)	May 10 1973
ECGD business (Q)	June 21 1973
unit value and volume index numbers (M)	Sept. 13 1973
value, analysis of trends (Q)	Sept. 6 1973
(*see also* Balance of payments)	
Pension funds, investments and assets (A)	Aug. 30 1973
Retail prices index (M)	This week
Retail trades:	
sales (M)	This week
sales, N. Ireland (M)	This week
stocks (M)	Sept. 20 1973
Royalties, overseas transactions (A)	Apr. 12 1973
Shipping, nationality of vessels in UK sea-borne trade (A)	Nov. 2 1972
Steel consumption and stocks (Q)	Aug. 16 1973
Stocks:	
distributive and service trades (A)	Apr. 28 1971
manufacturers' and distributors' (Q)	This week
retail (M)	Sept. 20 1973
Television, overseas payments and earnings (A)	Aug. 9 1973
Textiles:	
activity in the industry (Q)	Aug. 2 1973
carpet sales (M)	Aug. 30 1973
cotton industry production (M)	Sept. 6 1973
hosiery production (M)	Aug. 30 1973
made-up clothing, orders and deliveries (M)	Sept. 6 1973
orders and deliveries (M)	Sept. 6 1973
wholesale houses' sales (M)	Sept. 20 1973
wool exports (Q)	June 14 1973
wool output (M)	Sept. 13 1973
Tourism:	
foreign visitor arrivals (M)	This week
overseas travel and tourism (A)	Dec. 21 1972
Wholesale prices:	
average prices of selected commodities (A)	Mar. 29 1973
index numbers (M)	Sept. 20 1973

Dept. of Trade and Industry organisation etc.

Subjects	Last published
British commercial representation overseas	This week
Business Monitor titles	Sept. 6 1973
Customs notices of interest to exporters	Sept. 20 1973
ECGD local offices	Sept. 20 1973
Guide to DTI	Aug. 30 1973
Official Receivers' offices	Sept. 6 1973
Programme of trade promotions	July 19 1973
Release dates of economic statistics	Sept. 27 1973

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Dear Editor . . .

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

GOVERNMENT SALES

MINISTRY OF DEFENCE

October 16, 1973 Miscellaneous Stores

Location: Dining Room, Cavalry Barracks, Butt Road, Colchester, Essex

Auctioneers: Fenn Wright & Co. (Dept. L), 146 High Street, Colchester, Essex CO1 1PW (Tel: 0206-46161)

The stores on offer include an industrial tractor; two Ford commercial vehicles; 16 motor cycles; microscopes; brass scales; lathes; fork lift trucks; corrugated aluminium; tyres; scrap ferrous and non-ferrous metals; clothing; bedding; carpets; canvas and other textiles; furniture and kitchen equipment; MT and electronic spares and other miscellaneous stores.

October 24, 1973 Miscellaneous Stores

Location: Regional Depot RAOC, Moreton-on-Lugg, Hereford HR4 8DS

Auctioneers: Russell Baldwin & Bright (Dept. L), 20/21 King Street, Hereford HR4 9DB (Tel: 0432-55441)

The lots include 10 vehicles; 8 power jack trucks; 14 compressors; machine tools; trailers; tyres; radiator cores; 15,500 aircraft switches; 500 brake units; electronic valves; radio receivers; aircraft-wireless-MT and electrical spares; oscilloscopes; binoculars; periscopes; wrist watches; rock breakers; forges; lubricating plants; clothing; blankets; furniture and a large collection of other miscellaneous stores.

October 31, 1973 Miscellaneous Stores

Location: Auctioneer's Premises

Auctioneers: Woolland Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth PL1 2DQ (Tel: 0752-69292)

Clothing including greatcoats; duffel coats; overalls; jerkins, etc.; mixed rags; tentage and other textiles; binoculars; telescopes; barometers; barographs; photographic equipment; telephones and electrical spares; electric fires; irons; kettles; fans and sewing machines; test meters and test sets; thermometers; gauges; oscilloscopes and solarscopes; chain blocks and tackle; gravity runway curves; aluminium fuel tanks (450 gal); portable generators, etc.; 1 ton crane; Coles 6 ton crane; two Ford vans and 13 motor cycles; a large quantity of furniture and kitchen equipment and other miscellaneous stores.

November 6, 1973 Miscellaneous Stores

Location: Central Ordnance Depot, Bicester, Oxon

Auctioneers: Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon (Tel: 08692-2073)

A large collection of miscellaneous stores including clothing; textiles; furniture; kitchen equipment; electrical and MT spares, etc.

Catalogues of the above sales, which give details of the lots, conditions of sale, viewing times etc., are obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 10p (postal order only).

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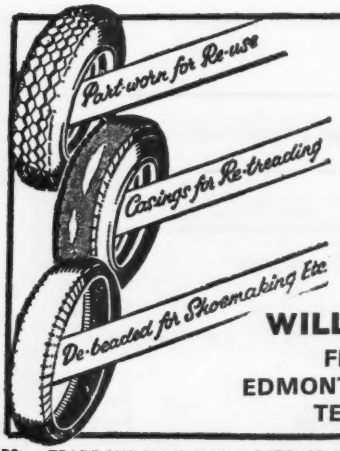
Permission to view on presentation of tender forms only, obtainable from: Directorate of Sales Supply 6aiv, First Avenue House, High Holborn, London WC1 6HE. Tenders must be returned by 10 a.m. on October 31, 1973.



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